

TRADE
MARK

'TANNAFAX' BRAND

TANNIC ACID JELLY

(Tannic Acid, with 0.5 per cent. Phenol, in a water-soluble base)

Sells readily to Garages

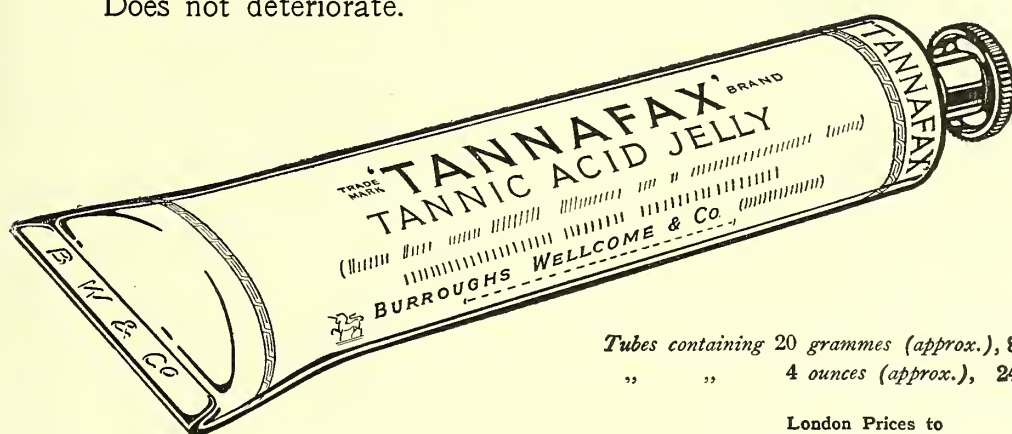
'TANNAFAX' Tannic Acid Jelly should be included in every industrial first-aid equipment.

The following advantages mark its superiority over tannic acid solutions:—

Requires no preliminary preparation.

Eliminates delay in initial treatment.

Does not deteriorate.

*Factories**Collieries**Ships, etc.*

Tubes containing 20 grammes (approx.), 8/- per doz.
 " " 4 ounces (approx.), 24/6 per doz.

London Prices to
 the Trade (Subject)



BURROUGHS WELLCOME & CO.
LONDON

Increase your Profits

TAKE ADVANTAGE OF COMBINED QUANTITY DISCOUNTS

ON

"CALIFORNIA SYRUP OF FIGS"

Brand
Laxative

(REGD.)

★ PHILLIPS' DENTAL MAGNESIA

★ "MILK OF MAGNESIA" (REGD.)

★ MILK OF MAGNESIA Brand TABLETS

★ "DANDERINE" (REGD.)

ON ORDERS VALUE £6 COMPRISED

EXCLUSIVELY OF ITEMS MARKED ★

WE WILL CONTINUE TO ALLOW

12½% CASH 30 DAYS.

£3

Assortment of goods.
Through your whole-
saler only.

5%

Cash 30 Days

£6

Assortment of goods

7½%

Cash 30 Days

All discounts are conditional upon 14 days display of goods.

PROPRIETARY AGENCIES LTD.

179/181 ACTON VALE, W.3.

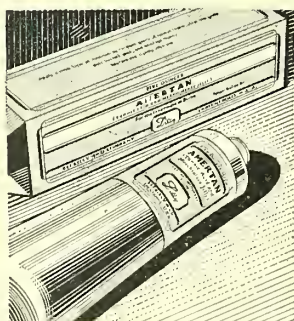
Phone : SHEPHERDS BUSH, 4435.

Lilly

ALWAYS THROUGH THE TRADE

AMERTAN, LILLY

(Tannic Acid and Merthiolate Jelly)

A convenient preparation for the treat-
ment of burns by the Tannic Acid MethodIn one ounce and five ounce collapsible tubes
and one pound glass jarsIF IT BEARS A RED *Lilly* —IT'S RIGHT**ELI LILLY AND COMPANY LIMITED**

2, 3 & 4 DEAN STREET, LONDON, W.1. PHONE: GERRARD 2144.

GRAMS: "LILLYPHARM, RATH, LONDON"

AFFILIATED WITH ELI LILLY AND COMPANY INDIANAPOLIS U.S.A.

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Pharmaceutical Society of Northern Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT
28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London" Telephone: Central 6565 (8 lines)

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)
19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)

54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)
372 FLINDERS LANE, MELBOURNE, AUSTRALIA
155 AVENUE DE WAGRAM, PARIS, XVII^e (TEL.: ETOILE 19-79)
PLANTAGE FRANSCHELAAN 32 AMSTERDAM-C, HOLLAND

CONTENTS

VOL. 122. NO. 2866

JANUARY 12, 1935

	PAGE		PAGE		PAGE		PAGE
Births	41	Deaths	41	Marriages	41	Stock Exchange Prices ...	35
BRUNSWICK SQUARE GETS ON THE MAP	36	Editorial Articles:—		New Companies and Com- pany News	34	That Common Cold	44
Business Changes	35	Testing Insurance Dis- pensing	43	News of the Week	29	The Educational Policy of the Pharmaceutical Society	47
Coming Events	35	Vocational Incertitude... 43		Personalities	41	Topical Reflections	32
Conspiracy Charge	33	Gazette	35	Pharmaceutical Society of Great Britain:—		Trade Marks	54
Corner for Students	50	I.F.S. Therapeutic Sub- stances Regulations 39		Council Meeting	49	Trade Notes	40
Correspondence:—		Information Department... 42		Retrospect	56	Trade Report	51
Letters	55	Irish Notes	31	Shellac in the Codex 46		Vocational Guidance	45
Legal Queries	56						
Miscellaneous Inquiries... 56							

News of the Week

British Pharmaceutical Conference

A meeting of the Local Executive Committee of the British Pharmaceutical Conference to be held in Belfast next June was held on January 3 in the offices of the Pharmaceutical Society of Northern Ireland. Mr. Fred Storey, chairman of the Committee, presided over a very large attendance. The secretary, Mr. D. L. Kirkpatrick, intimated that the Londonderry Drug Trade Association had nominated Messrs. S. Dale and James Mitchell for co-option on the Committee.

The chairman extended a hearty welcome to Mr. Mitchell, who was present, also to Mr. C. W. Young, who was representing Belfast Municipal College of Technology. He referred appreciatively to the welcome extended to the Council's delegation which went to Derry in November and the strong support which the trade in Derry had promised to the Conference. Mr. Storey also extended a hearty welcome to Mr. William Martin on being able to be present for the first time since his long illness, and expressed the hope that he would soon be completely restored to health. The chairman also welcomed Mr. R. Lineham on taking his seat on the Committee for the first time.

The chairman submitted a draft of the Conference programme, which included a reception by the Lord Mayor in the City Hall, a garden party by the Government of Northern Ireland at Stormont, and various social functions and excursions. This draft was approved, and Mr. Storey intimated that he would be crossing to London in a few days to submit it to the Conference Committee.

Mr. R. I. Edwards reported on the financial position. He said funds were coming in well. The chairman announced that, in addition to the Ball in the Plaza on January 15, the ladies' committee were arranging an afternoon bridge drive on January 30, and were also getting up a guest tea on February 28.

It was also announced that it was proposed to have various sports, such as golf, tennis and bowling competitions at the one venue, and that this would be Portrush. This would give members of the Conference and their friends an opportunity of visiting the far-famed Giant's Causeway. Reports from the various committees were submitted, and several matters of detail were arranged. Suggestions were put forward by Professor Small, Mr. J. T. Nicholl, Mr. W. C. Tate, Mr. John McGregor, Mr. James Macauley and others.

The "Six-Card" Scheme: Second Printing Order

So well have chemists throughout the country received the C. & D. "six-card" scheme, particulars of which were given in last week's issue, that a second printing order has become necessary. It is always a difficult matter to anticipate demand, and in this case, although a good allowance was made, the number of readers to whom the practical nature of the scheme would appeal was underestimated. A second printing order, however, ensures an adequate supply. Sets can be obtained by writing to the Publisher, THE CHEMIST AND DRUGGIST, 28 Essex Street, London, W.C.2, enclosing a postal order value 2s. 6d., which covers the cost of the cards, packing, postage, etc.

Inquests

The body of Mr. Harry Charles Crowfoot, dispenser, Buxhall, Suffolk, was recently washed up on the beach at Yarmouth. At the inquest a verdict of "Found drowned" was recorded.

The West London coroner held an inquiry recently concerning the death of Dr. J. Dey, Lincoln Street, Chelsea, S.W., who was found dead in bed. It was stated that while suffering from pleurisy and liver disease he took much more than a fatal dose of hydrocyanic acid. A verdict of "Suicide while of unsound mind" was recorded.

An inquiry was concluded at Lewisham, London, S.E., recently, concerning the death of Mr. Charles L. Pannett, assistant at the Rushey Green branch of Boots, Ltd., who died on November 12. Evidence showed that death was due to gastro-enteritis following the taking of a zinc salt, and to heart disease. An open verdict was recorded.

At a recent Liverpool inquest on the body of Andrew N. Pearson, labourer, it was stated that he had been under treatment and had been taking theominal tablets. Professor W. H. Roberts, city analyst, said the cause of death was poisoning from an overdose of tablets containing phenyl-ethyl-barbituric acid. The coroner recorded an open verdict.

In the course of an inquest at New Ferry, Wirral, on the body of Sydney Hollinrake, commercial traveller, who was found dead in bed with a bottle of poison beside him, a chemist was questioned by the assistant coroner and an inspector as to the method of sale. Witness, who produced the firm's register, said he had no record of this particular transaction. The assistant coroner remarked: "I think the purchaser's name ought to be on the label. I am not satisfied, and think something ought to be done so that things like this should not happen. We know that the bottle came from your house, and you cannot account for it. You had better tell your firm from me that they ought to take it up." A verdict of "Suicide whilst of unsound mind" was given.

At a Burnley inquest, on December 21, on the body of Helena Allen, parlourmaid, the evidence showed that death was due to aspirin poisoning. The borough analyst found that the stomach contained 400 gr. of acetylsalicylic acid. Mr. Hiram Clough, chemist and druggist, said Miss Allen called at his premises on December 10 and purchased four bottles of aspirin tablets, each containing 100. She said she wanted them for Christmas presents. Mr. Gilbert Starkie, assistant with Mr. C. H. Leedham, chemist and druggist, Nelson, said that on the same date a lady bought two bottles, each containing 100 aspirin tablets. The coroner said it was clearly a case of suicide, but there was not sufficient evidence of the state of mind.

Art in Industry

The Royal Academy Exhibition of British Art in Industry was opened by the Prince of Wales on January 5 at Burlington House, Piccadilly, London, W.1, and will remain open until March 9. This exhibition, which is an unusual one within the walls of the Royal Academy, is the outcome of a proposal of the Royal Society of Arts. Sir William Llewellyn, presiding at the opening ceremony, pointed out that the scheme of the Exhibition was an entirely patriotic one, and was evolved with the object of bringing together the British designer and the British manufacturer. Several products of interest to the drug trade are shown in the various sections. For example, in the glassware section may be seen powder bowls, mineral-water bottles, toilet-water bottles, perfume bottles, bath-salt jars, cream jars, chemical apparatus and medical bottles. This gallery is interesting on account of a large photographic mural decoration illustrating the processes of glass manufacture, made on Ilford bromide paper from miniature-size negatives on Selo fine-grain panchromatic roll film; this work, an achievement in

photographic manipulation, was carried out by Ilford, Ltd. In Gallery E (silver and clocks) are some charming examples of this branch of industry, including hair brushes, toilet sets and vanity cases. Beauty cases, gentlemen's filled cases and dressing cases are represented in the leatherware section. In Gallery VI (shop windows) the window displays are designed in a manner which suggests small shops in an arcade. The windows will be changed fortnightly, and the arrangement for the first fortnight includes a small panel display of beauty preparations. In the plastics section there are several items of interest to chemists, for example, puff boxes, shaving brushes, hand mirrors, powder boxes and manicure sets. Of unusual interest is a series of articles which have been manufactured experimentally in transparent synthetic resin and are exhibited by Imperial Chemical Industries, Ltd. Gallery D (commercial printing) contains many outstanding examples of this aspect of industrial art. The exhibition contains also comprehensive sections on dress materials, furnishing fabrics, carpets, ceramics, printing, domestic equipment and furniture.

Liverpool

The retirement is announced of Mr. C. K. Atkinson, factory safety inspector at Port Sunlight. Mr. Atkinson has been in the service of Lever Bros., Ltd., for forty years.

The office and works staff of C. W. Field, Ltd., manufacturing chemists, Liverpool, subscribed £7 17s. 6d. to the Liverpool Goodfellows Fund for providing Christmas parcels to the poor.

London

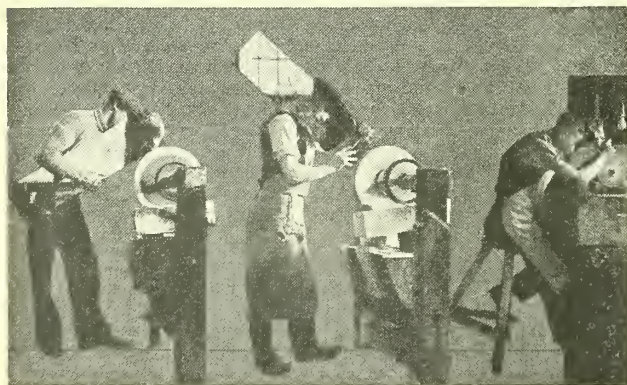
At Kensington Petty Sessions, recently, F. W. Woolworth & Co., Ltd., were fined £15, with costs, for having sold iodine ointment stated to be entirely deficient of potassium iodide and to be deficient of free iodine to the extent of 98.5 per cent. Notice of appeal was given.

At Marylebone Police Court, on January 8, Arne G. Holmquist-Marshall was ordered to pay £15 costs on a charge of attempting to obtain 2 gm. of dilaudid (*C. & D.*, January 5, p. 2). Mr. Walter Frampton, defending, said that the drug was wanted for purely scientific purposes.

The New Year was opened by the North London Pharmaceutical Association with a supper party and dance at the Manor House Hotel, Finsbury Park, on January 3. A happy crowd gathered, and the only complaint was the congestion of dancers on the floor. Special dances and variety increased the general merriment. The M.C. was Mr. G. F. Weiss with Messrs. Estlick, Morgan and Tyrrel as stewards. Guests were received by the president (Mr. W. E. Swanson) and Mrs. Swanson. Spot prizes, contributed by Potter & Moore, Ltd., The Icilma Co., Ltd., Bismag, Ltd., and Kolynos (Sales), Ltd., aided in the general pleasure of a successful evening.

At the Mansion House Justice Room, on January 7, Sands, Hunter & Co., Ltd., Thorsch & Co., Ltd., Drem Products, Ltd., all of New Bedford Street, Strand, and Mr. Alfred Oglesby, secretary to the three companies (against whom there were also charges of being concerned in fraudulent attempts to evade duties), were summoned in respect of false Customs declarations. Mr. G. D. Roberts appeared for all the defendants and pleaded "guilty." Mr. B. M. Stephenson, prosecuting, said the goods in question were photographic appliances on which there was a duty, at the material time, of 100 per cent. Sands, Hunter & Co. were fined £300, the other two companies £400 each, and Mr. Oglesby £40 on each of the fourteen summonses against him. The defendants were ordered to pay £31 10s. costs between them.

At the annual meeting of the Executive Committee of the London County Pharmaceutical Association, held recently, a discussion took place with regard to the possible reorganisation of the associations and branches in the metropolitan area, and it was decided to refer the matter to the general purposes subcommittee. Among the matters discussed were the position with regard to recent developments concerning the Photographic Dealers' Association; removals from the P.A.T.A. List; a report on the preliminary conversations which have taken place concerning the London public medical service whereby chemists should be included as an essential part of the scheme; a report giving particulars of the dispensing service under the South Metropolitan Gas Company's scheme for the nine months ended September 30, 1934. The following officers were appointed for the ensuing year:—



A PORTION OF THE PHOTOGRAPHIC MURAL DECORATION IN THE GLASS SECTION OF THE ROYAL ACADEMY EXHIBITION OF BRITISH ART IN INDUSTRY. (ENLARGED FROM MINIATURE NEGATIVES ON SELO FINE-GRAIN PANCHROMATIC ROLL FILM.)

President, Mr. E. Skues; *Vice-President*, Mr. J. Hearle; *Secretary*, Mr. G. A. Tocher.

Manchester

The N.P.U. sign has arrived; it should undoubtedly prove of value, and should be utilised even by those who objected to the proposed scheme of which it was a part.

The very mild weather experienced in Manchester during December was not as good for business as it was for vegetation. A witch hazel tree can now be seen in full bloom in Wythenshawe Park, adjacent to one of Manchester's new housing estates.

Members of the Manchester Pharmaceutical Association are asked to make a special effort to be present at the whist drive and dance at the Midland Hotel on January 16, when they will have an opportunity of extending their congratulations to the president, Mr. H. Brindle, on his recovery from an operation.

"Fairly good" is the general report as to the business done by retail chemists during the Christmas season. The opinions expressed indicate that the returns have been greater than a year ago. Window displays have certainly been more attractive, and competitive prices have been more pronounced.

Mr. Thomas Miller, the efficient and popular secretary of at least three pharmaceutical organisations in Manchester, had an alarming experience just before Christmas, when he was knocked down by a motor van while crossing a road; after treatment in hospital he is now at home recovering from wounds and shock. His numerous friends wish him a speedy convalescence.

Another invalid, Mrs. Cleworth, who had the misfortune to fracture an arm nearly three months ago, is happily showing signs of definite recovery.

Engagements are the order of the day in the Manchester area just now. An engagement is announced between Mr. Reginald Charles Sykes, eldest son of Mr. R. J. Sykes, founder and chairman of the London Press Exchange, and Miss Marise Marland, only daughter of Mr. Harry Marland, J.P., Hale Carr, Hale, managing director of E. Griffiths Hughes, Ltd. We are also informed that Mr. F. Wrigley, a local pharmacist, and two of his sisters have become engaged.

Oldham

Over 100 guests attended the recent annual dinner and ladies' evening of the Oldham and District Branch of the Pharmaceutical Society. Among the principal guests were Alderman Critchley, J.P., Ph.C. (Mayor of Blackburn); Mr. R. Pickup (president of the North-East Lancashire Branch of the Pharmaceutical Society); and Mr. F. H. Taylor (president of Oldham Chamber of Trade).

Sheffield

Boots, Ltd., have opened a new business at 58 The Moor.

Chemists' accounts for Insurance dispensing for the month amounted to £2,445 12s.

J. Preston, Ltd., are transferring their business at 17 Sandgate Road, Crosspool, to new premises at No. 23.

The annual staff gathering of James Neill & Co. (Sheffield), Ltd., was held on January 4 at the Cutler's Hall, when upwards of 800 employees and friends were entertained by the directors of the company. Dancing took place in the upper hall, Mr. W. Colinson acting as M.C., whilst in the drawing-room a whist drive was held under the direction of Messrs. A. Lister and H. Roebuck. Later in the evening a supper was served to the executive staff and representatives. The directors present were Colonel F. A. Neill (chairman), Mr. R. A. Neill, Mr. W. M. Neill and Mr. P. Neill. During the evening a basket of flowers was presented to Mrs. F. A. Neill.

Miscellaneous

WINDOW SMASH.—The window of the pharmacy belonging to Taylor's Drug Co., Ltd., Darwen Street, Blackburn, was broken by a motor car on January 6.

THE ROYAL INSTITUTION.—Friday evening discourses arranged for up to Easter include a lecture on February 1 on "The Approach to the Absolute Zero of Temperature," by Dr. F. Simon, and one on "The Neutron and Radioactive Transforma-

tions," on March 29, by Lord Rutherford. The Tuesday afternoon lectures include a series, commencing on January 15, on "Electron Diffraction and its Application," by Mr. G. P. Thomson, F.A.S.

IN THE COURTS.—At Blackpool, on January 4, Ridalex Chemists, Ltd., Lytham Road, were fined 20s. for failing to close at 8 p.m. on December 15. The defence was that the manager was not aware of the time.—At Norwich Quarter Sessions, on January 7, Edna Case, described as a dispenser, was bound over on charges of unlawfully obtaining "dangerous" drugs (*C. & D.*, September 15, 1934, p. 324), on condition that she entered a local hospital and remained there till considered fit for discharge.

Irish Notes

Sale of Compound Feeding-Stuffs

The Minister for Agriculture desires to direct the attention of vendors of compound feeding-stuffs in Saorstát Éireann to the provisions of Section 30 of the Agricultural Produce (Cereals) Act, 1934, applicable to the sale of any compound feeding-stuff whether manufactured in Saorstát Éireann or elsewhere. Animal medicines for internal use which pass in commerce under the designation of a proprietary or protected trade name are compound feeding-stuffs for the purposes of the Act.

A compound feeding-stuff manufactured in Saorstát Éireann may not lawfully be sold, exposed for sale, or offered for sale unless there is printed on the package containing it or on a label securely affixed thereto a statement in a prescribed form that the compound feeding-stuff was manufactured in Saorstát Éireann under a licence issued by the Minister for Agriculture. The number of the licence must also be indicated. A compound feeding-stuff not manufactured in Saorstát Éireann may not lawfully be sold, exposed for sale, or offered for sale unless there is printed on the package containing it or on a label securely affixed thereto the name and address of the manufacturer and a statement in a prescribed form that the compound feeding-stuff was imported into Saorstát Éireann under a licence issued by the Minister for Agriculture.

Dublin and Provincial Retail Drug Association

The special committee of the Dublin and Provincial Retail Drug Association held a meeting on January 7, Mr. T. C. Scott (president) in the chair. Further replies were received from wholesale houses in reply to the committee's recent circular requesting their views as to whether they were favourable to confining chemists' lines to chemists. Before proceeding to determine policy with regard to the wholesale houses the committee decided that the issues as between the committee, the manufacturers and manufacturers' agents should first be determined. Some wholesale houses pointed out that they had accepted agencies on the understanding that they would supply the lines concerned to traders generally, and that an arrangement would have to be reached with the manufacturers before they could confine their sales to chemists. The committee decided to concentrate upon a dozen well-known chemists' lines, at present distributed largely to non-chemists, with a view to reaching an understanding with the manufacturers concerned. A letter is being drafted for circulation to these manufacturers. When negotiations with the manufacturers and manufacturers' agents are completed, discussions will be resumed with the wholesalers and a list drawn up of approved manufacturers.

Letters continue to reach the special committee from pharmacists all over the country giving data as to irregular trading. The committee would welcome more widespread correspondence on these matters, and would point out that reports of grievances should be verified in every case. The new organiser (Mr. Brendan Smith, M.P.S.I.) made a very favourable report as to his activities. Many new members were enrolled. As a result of a personal call on chemists in the Dublin area, Mr. Smith was able to report that the moral support of the vast majority of the chemists was behind the special committee's policy.

On the guild discount position the special committee were in the happy position of being able to report that they had the signature of every chemist on the Civil Service Guild agreeing to discontinue to give these discounts in future. There was only one exception, and that was the case of a chemist who

was ill and could not be approached. The Guild secretary wrote acknowledging receipt of the committee's letter. He had, he stated, sent out a circular to all the members of the Guild notifying that the chemists had decided to cease giving discounts to their members as from a certain date. The committee decided that from an agreed date members of the Association would be allowed at their own discretion to give a discount of 16½ per cent. to old civil service customers on prescriptions, but no discount on proprietaries or toilet goods to any civil service customer, old or new. From a date of which notification will be sent to each member in the near future, discounts to civil servants, with the sole exception mentioned, will be discontinued altogether.

Brevities

Galway Urban Council has elected Mr. J. F. Costello, M.P.S.I., as its representative on the governing body of University College, Galway.

Mr. P. J. Fielding, Cork, was congratulated by many of his fellow members of the Council of the Pharmaceutical Society of Ireland, at the January meeting, on his restoration to health.

James Clarkson, Groomsport Street, Belfast, was fined £2 and £1 extra costs at Ballycastle for selling patent medicines from a stationary position without holding a street traders' licence.

The text of the Therapeutic Substances Regulations made by the Minister for Local Government of the Irish Free State has been made available since our issue of January 5 went to press, and is dealt with on p. 39 of this issue.

There will be an interesting ceremony at the close of the monthly meeting of the Council of the Pharmaceutical Society

of Northern Ireland, at the Society's headquarters, 73 University Street, Belfast, on January 18, where for the first time the medals and certificates won at the Society's December half-yearly examinations will be publicly presented. Candidates are reminded that they can bring their friends. Members and associates are also invited to be present. An address will be given by the president, Mr. Fred Storey. The proceedings will begin at 4 p.m., and tea will be provided.

Mr. Gerald O'Neill, L.P.S.I., Main Street, Blackrock, Dublin, whose recently reconstructed pharmacy was illustrated in last week's *C. & D.* (p. 5), is one of the more enterprising pharmacists of the younger generation. He was apprenticed with Mr. Timothy Costelloe, L.P.S.I., Drumcondra, Dublin, and qualified in 1930. In the following year he purchased his present premises, originally established as one of the old apothecaries' halls, and has recently had installed an entirely new front of modern design.



Photo] MR. G. O'NEILL. [Lafayette

Reports from Dublin and Cork pharmacists are to the effect that the Christmas and New Year holiday business was "just average." In Dublin, pharmacies in the centre of the city did fairly well in the sale of toilet lines, but the majority of the suburban pharmacies state that business was quiet.

Topical Reflections

By Xrayser

Your Editorial Article

in the first issue of the New Year (p. 15) is stimulating, as a New Year's message should be: I wish I could be certain that something would be done about it. There is too much drift in pharmacy at the present time, too much of the Micawber-like habit of waiting in the hope that a miracle will put the calling in a position it had never known before. Miracles do not happen—or if they do there is solid work done beforehand. How can concerted action be taken to shape the future destiny of pharmacy? Only, in the first place, by the initiative of the associations. I would suggest first of all that we require at least six new members of Council at Bloomsbury Square; more if possible. Names should already have been put forward for the May election; let this be one of the first jobs of the associations. Medical benefits are in the air; here again little real constructive thought has ever been expended on this problem, a problem fraught with tremendous possibilities for weal or woe. British pharmacy wants a leader to-day; its parent Society has become soft through its belief in a false security.

"The Chemist and Druggist Diary"

is more interesting this year than ever; it is, in my estimation, the most complete picture of pharmacy, on its many sides, at the beginning of 1935 that one could wish for. To study the advertisements is an education, and the Buyers' Guide is the most complete of its kind I know. The very complete and finely illustrated article on "Chemists' Windows and Interior Display" is of great value to retailers; the section upon "How to Use Crêpe Paper," with the many sketches showing how certain things are done, strikes me as a most helpful collection of window-dressing tips. I hope that the whole article will appear again in some treatise with other information of this practical kind that has appeared in the *C. & D.* and its *Diary* from time to time. The Window Dresser's Calendar is another capital idea of wide appeal; and the information on shaving creams, razors and after-shaving preparations will repay careful study.

It seems to me that many pharmacists, with the knowledge imparted by this article, should be in a position to pose as experts on the matters which it treats.

The Branch Secretaries

of the Pharmaceutical Society have just received a most interesting document: again they can thank THE CHEMIST AND DRUGGIST for fighting their battle. So delegates to the British Pharmaceutical Conference are not to be fobbed off with "hot air" from the platform any longer. Having seen the red light the Council graciously permits it to be changed to yellow; delegates are to be allowed to do some talking themselves. But—always a but, of course—whatever they say is not to be "binding on the Council." The green light, the free passage on the straight road, is not to operate. The proposal is that one delegates' meeting should be held and discussions and resolutions should be allowed on a censored agenda. A second meeting is to be limited to branch secretaries, who, presumably, will be given appropriate "dope"—a very pretty and a very subtle scheme worthy of the official mind. If any good purpose is to be served by delegates' meetings, the whole Council and its officials should be packed off in a motor coach into the fresh air: they need it. The delegates should then appoint their own chairman, express any views they like, and pass any resolutions that appeal to them.

But What Will Be the Future

of the Conference? Is it to be tied to a compulsory Society? What happens to all the qualified men and women who have no use for a retention fee? Why not the old scientific and social gathering free from the official incubus? I, for one, have never wished for these useless delegates' meetings. Could not those with the future of the Conference really at heart (and I know there are many of them) make a real effort to break off these excrescences that have grown round the old delightful Conference we once enjoyed? I hope these sentiments will meet the eye of all such. They should know the strong feeling that exists beneath the surface—not always expressed, but there.

Charge of Conspiring to Defraud

At Clerkenwell Police Court, London, E.C., on January 5, Mr. J. B. Sandbach held a special sitting in order to hear the evidence against Emmanuel Barling, traveller, York Street, N.1, and Simon Parnes, machinist, Chardmore Road, N.16, who were charged with conspiring together and with other persons unknown to cheat and defraud such persons as could be induced to part with their goods to them between November 16, 1932, and November 23, 1933, and of obtaining credit by fraud (*C. & D.*, December 22, p. 745). Mr. G. B. McClure, barrister, appeared on behalf of the Director of Public Prosecutions; Mr. Fishman, solicitor, defended.

EVIDENCE OF SUPPLIES

Mr. Percy Walter Renshaw, director of Watkins & Laing (London), Ltd., Pitfield Street, N.1, gave evidence that they were introduced to the firm of Simon Parnes through one of their own representatives, and opened an account with them some time in 1933, on thirty days' credit terms. The first payment was made on the due date, but they had to ask for the next payment. Barling explained that accounts would not come in. Eventually £36 odd was left owing. Cross-examined, witness agreed that his firm continued to supply goods after the date on which they became suspicious.

Mr. Cyril Edward Cox, partner in the firm of T. W. Culmer & Sons, Vale Road, N.4, said they had transactions with S. Parnes beginning in January 1933. Up to May 3 goods to the value of £20 were paid for, but for various transactions up to May 25 £43 10s. was still outstanding. Post-dated cheques for the amount were received, but these were returned with the endorsement, "orders not to pay." Mr. Fishman: You knew that these goods were required for shipping purposes by Messrs. Schofield's, who are large shippers to South Africa? The witness: The firm was mentioned in a telephone conversation.

Miss Marion Davis, clerk employed by Shavex Zee Kol Co., Ltd., Blenheim Road, N.19, said the firm did business with S. Parnes between February and April 1933. The earlier orders were paid for, ordinary wholesalers' terms being given, but goods supplied to the value of £106 had not been paid for.

Miss Truman, secretary to Crystal Products Co., Ltd., City Road, E.C., said Parnes called early in April 1933 and gave an order. Further orders were given from time to time, amounting to between £70 and £100, which were paid for. Between August 3 and September 14, goods to the value of £96 odd were supplied which had not been paid for.

Mr. John F. Dugdale, cashier to F. C. Calvert & Co., Ltd., Manchester, said the company had a number of transactions with S. Parnes which began in June 1933. Some goods were paid for, but in respect of goods supplied in August and September 1933 £36 odd was still owing.

Mr. Walter Wakefield, a clerk employed by Erasmic Co., Ltd., Warrington, said they were asked for credit terms by S. Parnes in March 1933 and were supplied with references from Lever Brothers, Ltd., and Stemco, Ltd. Goods were supplied and paid for. Additional orders to a value of £59 odd were executed, in respect of which payment had not been received.

Mr. Ernest Samuel Stock, secretary to Stemco, Ltd., Camden Town, N.W., said that in November 1932 he received a communication from S. Parnes. After sending a representative, they supplied goods on cash terms. Credit was afterwards given. Up to July 4, 1933, goods value £296 were supplied and paid for. During this period witness supplied various references to other firms; probably the number was a dozen. On and after July 16 further goods were supplied; the amount due for these was £94.

Mr. George Morrison, sales manager for Beechams Pills, Ltd., said they had dealings with S. Parnes in 1933. From March 23 to July 6 goods to the value of about £147 were supplied, the terms being that goods supplied one month could be paid for by the end of the next month. In August and September goods to the value of £118 were dispatched for which no payment had been sent.

Mr. Edward Victor Fenn, chief ledger clerk for Kolynos Sales, Ltd., Chenies Street, W.C., said they were approached by S. Parnes in 1933 and were given a reference by Stemco. For goods supplied up to July 23 payment was made. Between August 11 and September 15 goods supplied amounted to £97 17s. It was eventually found that the firm had moved

Mr. Reginald Henry Tyrrell, an accountant employed by Harriet Hubbard Ayer, Ltd., Regent Street, said the company had transactions with S. Parnes beginning in June 1933. Payment was duly made for goods value £38 odd supplied in June and July, but after that further deliveries were made and the amount due, £82 4s. 6d., was not paid.

Mr. John Edward Stichbury, chief clerk to J. & E. Atkinson, Ltd., Southwark Park Road, S.E., said that between March and a date in August 1933 the firm had transactions with S. Parnes. Orders were paid for to a value of £121. In September goods were supplied value £49 19s., which had not been paid for.

Mr. Alec Gordon Agnew, office manager to Johnson & Johnson (Great Britain), Ltd., Slough, said they got into touch with S. Parnes in 1933. A first order was received for 10 gross of baby powder, which was paid for. Further goods to the value of £44 15s. were supplied and not paid for.

Mr. William Burgess, a director of Edwin Burgess, Ltd., Gray's Inn Road, W.C., said they received an order in August 1933 from S. Parnes for goods value £11 5s. Payment was made early the following month. On the same date a further order was received for goods value £17. Frequent applications for payment were made without success.

Mr. Charles Edwin Ahearn, a clerk employed by Colgate-Palmolive-Peet, Ltd., Ranelagh Road, S.W., said an order was received from S. Parnes in May 1933. Further goods were supplied in June and July and payment was made, totalling £27 odd. Goods were afterwards supplied value £39 which had not been paid for.

Mr. Frank Edward Hemsley, manager of Irvings Yeast-Vite, Ltd., Watford, said they had dealings with S. Parnes commencing in December 1932. Goods were delivered in March 1933 to the value of £93 14s. which were not paid for.

EVIDENCE OF SALES

Mr. Samuel Cohen, Portsdown Road, N.W., said he was in business in Edgware Road in 1933 in tobacco, toilet and confectionery lines. The business was not a limited company. Parnes called at the shop and offered to supply him with goods for cash. Witness agreed. Barling afterwards called. On three or four occasions witness called at 118 Great Titchfield Street and saw both the accused. Counsel: Do you sell cut price goods at all? —Yes, I do. The goods that you bought, did you get them at market prices or below? —At market prices. Invoices relating to dealings between witness and S. Parnes were shown to him. Counsel: What does this mean: "113 dozen brushes, job, and 6 dozen brushes, job"? They were sold as a job line—cheap. At the magistrate's request, a copy of the witness's statement to the police was handed up. Mr. Sandbach handed it to the witness, indicating a passage. Asked if this statement which he made was true, witness replied: "To my imagination I think it was." Mr. Sandbach: Then why did you tell me that you paid the market price? —Well, the market price was what I thought was the market price for cash transactions.

Mr. Judah Shimansky, a partner in the Bush Stores, Railway Approach, W.12, said he purchased goods from the accused in 1933. He dealt in cut-price goods. He bought from the accused goods to the value of £200 or £300. Asked by the magistrate whether he had invoices or statements relating to these transactions, witness replied: "Unfortunately they were stolen." Questioned as to the prices at which he bought, witness remarked: "There are a good many prices."

Mr. Nathan Furman, partner in the firm of N. & S. Furman, perfumers, Stoney Lane, E., said that in March 1933 he did business with the accused. He dealt in cut-price goods, and B. Green (a name appearing on invoices produced) was a branch of his at Walthamstow. The invoices covered transactions from March to September 1933. He paid the amounts shown on the invoices, with the exception of the 5 per cent. discount shown on the statement. Counsel suggested that these transactions reached a total of over £1,000. Witness: Probably.

The accused were committed for trial. They pleaded "Not guilty," and reserved their defence. Bail was continued as before in the case of Parnes. Barling, who had been unable to find bail at a higher figure, was now allowed bail upon the production of two sureties in the sum of £500 each.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

LEVER'S (CHEMISTS), LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists and druggists, etc. R.O.: 579 Lord Street, Southport.

POOLE PHARMACY, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: 92 High Street, Poole, Dorset.

ANAPAX PRODUCTS, LTD. (P.C.).—Registered in Edinburgh. Capital £100. Objects: To manufacture and distribute medical preparations, etc. R.O.: 78 St. Vincent Street, Glasgow.

MACY'S CASH CHEMISTS, LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists, druggists, opticians, etc. R.O.: 183 High Street North, East Ham, E.

TILE HILL PHARMACY, LTD. (P.C.).—Capital £100. Objects: To carry on the business of pharmaceutical, manufacturing and general chemists and druggists, etc. R.O.: Tile Hill Lane, Coventry.

LIPVAC FLASK (LONDON), LTD. (P.C.).—Capital £1,500. Objects: To carry on the business of merchants and agents for the sale of vacuum and other flasks, etc. R.O.: 84 Leadenhall Street, E.C.3.

MANOR PHARMACY (CHEAM), LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, etc. R.O.: The Manor Pharmacy, 12 Upper Mulgrave Road, Cheam, Surrey.

CALAC, LTD. (P.C.).—Capital £300. Objects: To carry on the business of importers and manufacturers of pharmaceutical, medicinal, and other preparations, etc. R.O.: Anglesea Place, Gravesend, Kent.

MAURICE D. CURWEN, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases and disinfectants, etc. R.O.: 625 Grand Buildings, Trafalgar Square, W.C.2.

ASHBEE & TOEMAN, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, druggists, manufacturers, and dealers in essences, essential oils, perfumes, toilet preparations, etc. R.O.: 25/27 Oxford Street, W.1.

NEOS DENTAL CO., LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers, importers and exporters of and dealers in dental and surgical materials, etc. Solicitors: J. E. Lickfold & Sons, 17 Bedford Row, W.C.1.

JOHN SULLY & CO. (DUSTAL), LTD. (P.C.).—Capital £1,500. Objects: To carry on the business of manufacturers of and dealers in antiseptic dusting and sweeping powders, manufacturing chemists, etc. R.O.: 3 Brydges Road, Stratford, E.15.

DAYBORN MEDICAL PRODUCTS CO., LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of and dealers in pharmaceutical preparations, proprietary articles, chemicals, etc. Solicitor: Isadore Rapport, 17 Dumbries Place, Cardiff.

HICKMAN & METCALF, LTD. (P.C.).—Capital £15,000. Objects: To acquire the businesses of (1) chemists and druggists at Newbury, Berks, of "Hickman & Metcalf," and (2) mineral water manufacturers carried on at Newbury as "Newbury Mineral Water Co." R.O.: 21 Market Place, Newbury, Berks.

SKOL PRODUCTS, LTD. (P.C.).—Capital £1. Objects: To adopt an agreement with G. Gallowhur for the purchase of all his rights in the product and trade name known as Skol (registered numbers Class 3/547563 and Class 48/547590), and to carry on the business of retailers of patent and other medicines, etc. R.O.: 115 Chancery Lane, W.C.2.

WILLIAMS OPTICAL DEVELOPMENT CO., LTD. (P.C.).—Capital £1,000. Objects: To acquire from Daniel Williams the benefits of patent No. 376,982, and to carry on the business of manufacturers of and dealers in x-ray valves and tubes, high frequency vacuum tubes, mercury vapour lamps, fusion lights, infra red ray apparatus, etc. R.O.: 16 Great Marlborough Street, W.1.

GENATOSAN, LTD.—Interim dividend of 15 per cent. declared on the ordinary shares, payable February 8.

EASTWOOD & HOLT, Dunster House, Mincing Lane, E.C.3, produce brokers, have admitted into partnership Mr. Wilfrid R. Klitz, M.B.E., who joined the staff thirty-four years ago.

MR. G. A. WILSON has been appointed a director of Tozer, Kemsley & Millbourn, Ltd., export merchants, 84 Fenchurch Street, London, E.C.3, upon his retirement from the secretaryship. Mr. S. H. Farrow, who joined the company in 1908, has been appointed secretary.

COMPANIES DISSOLVED.—Notice has been given in "The London Gazette" that the names of the undermentioned companies have been struck off the register and the companies dissolved:—Adelphi Research Laboratories, Ltd.; Bingham's Pharmacy, Ltd.; Dr. Magnus Hirschfeld, Ltd.; Forsyth's Pharmacy, Ltd.; Goochs Dispensing Chemists, Ltd.; Rumati-cure, Ltd.; The Tabard Pharmacy, Ltd.; Toilet Papers, Ltd.; Vigoroids, Ltd.

Private Arrangements

Moon Hygienic Safety Girdle Sales Co., Ltd., 74A Regent Street, W.1.—A meeting of the creditors of the above was held recently at the offices of Messrs. Kramer & Co., solicitors, 40 Queen Victoria Street, E.C. A statement of affairs was submitted which showed liabilities of £926 2s. 10d., all due to unsecured creditors, and the assets were estimated to realise £159 15s. 9d., thus disclosing a deficiency of £766 7s. 1d. An offer was made of 2s. 6d. in the £, payable over twelve months, which the creditors would not accept. On an undertaking being given by the suing creditors that they would not take any action for seven days, it was decided to adjourn the meeting for one week to see whether the directors could formulate an offer which would be acceptable to the general body of creditors.

J. F. Turner, 106 Derby Lane, Long Eaton, Nottingham, chemist and druggist. The creditors met recently at Nottingham, when a statement of affairs was submitted which showed ranking liabilities of £710 10s. 5d., made up as follows: trade creditors, £461 0s. 2d.; cash claims, £197; and bank, £52 10s. 3d. In addition there were fully secured creditors for £800. After allowing £44 15s. 9d. for preferential claims the net assets were £276 5s. 5d., or a deficiency of £434 5s. The assets consisted of cash in hand, £1 5s.; fixtures and trade utensils, £800, estimated to realise £100; stock, £150, expected to produce £75; furniture, £40; sundry debtors, £4 16s. 2d.; and surplus from fully secured creditors, £100. It was stated that the debtor had recently been pressed by creditors. The creditors decided that the matter should be dealt with under a deed of assignment to Mr. P. R. Storrey, A.C.A., with a committee of two.

Voluntary Liquidations

Rex & Co. (Chemists), Ltd., 37 Berners Street, Oxford Street, London, W.1. The statutory meeting of creditors was held recently at 2 Coleman Street, London, E.C. The receiver for the debenture holders reported that his realisation of the assets totalled £1,226, against which there were trade expenses, preferential claims and remuneration. The final result would be that the debenture holders would not receive 80 per cent. on their claims, and there could be no dividend for the unsecured creditors, whose claims amounted to £1,049. The trade creditors' claims amounted to £392. No resolutions were passed, so that the company's nominee, Mr. G. S. Farebrother, remains as liquidator of the company.

D. E. G. Lee, trading as **Hopkins Ford Lee & Co.,** 6 Mincing Lane, E.C., sponge merchant, etc. A meeting of the creditors was held recently at the Cannon Street Hotel, E.C.4, when Mr. J. H. Reeves, one of the creditors, presided. A statement of affairs which had been prepared by Mr. G. D. Clark, C.A., was submitted which showed liabilities of £1,146 4s. 4d. The total assets were £282 6s. 3d., from

which had to be deducted preferential claims of £40 18s. 7d., leaving net assets of £241 7s. 8d., or a deficiency of £904 16s. 8d. The accountant said that the debtor was not in a position to make an offer, but he had executed a deed of assignment in favour of Mr. Clark as trustee in order that the assets could be realised. Several creditors expressed sympathy with the debtor and said that they had done business with him for a considerable number of years. They suggested that the household furniture should be retained by the debtor and should not be included in the deed of assignment. A resolution was passed to that effect, the trustee being Mr. G. D. Clark.

Gazette

Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

BARLING, A. J., 67B King's Road, Chelsea, London, "chemist."

Business Changes

TIMOTHY WHITES, LTD., have transferred their pharmacy at Taunton from 38 Fore Street to new premises at 3-4 East Street.

MR. A. H. GILLIES, chemist and druggist, is opening on January 31 a pharmacy at 151 Comely Bank Road, Edinburgh 4.

The new address of the London office of Southall Bros. & Barclay, Ltd., is Bush House, Aldwych, London, W.C.2. Telephone: Temple Bar 1823.

MR. T. GORDON HUNTER, chemist and druggist, has taken over the business of Miss I. Jones, chemist and druggist, Windermere.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Wednesday, January 16

Manchester Pharmaceutical Association, Midland Hotel. Annual whist drive and dance. Reception, 7.15 p.m. Tickets, 10s. 6d. each.

Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.C.1. Mr. R. R. Bennett, B.Sc., on "Medicine and Pharmacy."

Notional Pharmaceutical Union, West London Branch. Stewart's Restaurant, 50 Old Bond Street, London, W.1, at 8.30 p.m. Discussion to be opened by Mr. G. A. Mallinson (secretary of the N.P.U.) on "The Future of Pharmacy."

Pharmaceutical Society of Great Britain, Newcastle, District and Northumberland Branch. Annual whist drive and dance.

Pharmaceutical Society of Great Britain, Portsmouth and District Branch, Examination Hall, Municipal College, Portsmouth, at 3 p.m. Mr. C. E. Corfield on "The British Pharmaceutical Codex, 1934."

Birmingham Pharmaceutical Association. N.P.U. district meeting.

Thursday, January 17

Birkenhead and Wirral Association of Pharmacists. Annual ladies' night.

Notional Association of Women Pharmacists, Little Queen's Hall, Langham Place, London, W.1. Dance. Reception, 7.45 p.m. Tickets, 7s. each (including refreshments), from Miss Hindes, 58 Queensborough Terrace, London, W.2.

South of England College of Pharmacy, Avondale Halls, Clapham North. New Year dance. Tickets, 2s. 6d. each, from the Secretary, 186 Clapham Road, London, S.W.9.

Friday, January 18

Pharmaceutical Society of Great Britain, North British Branch, 36 York Place, Edinburgh, at 8 p.m. Third evening meeting. (1) "Heavy Hydrogen and Twentieth Century Chemistry" (with lantern illustrations), by Ernest Bowman Ludlam, D.Sc. (lecturer on chemistry, Edinburgh University). (2) "The Assay Process for Potassium Iodide in Liquor Iodi Fortis B.P., and Liquor Iodi Mitis B.P.," by Magnus Herd, B.Sc. (Glasgow city analyst's department).

Stock Exchange Prices

£1 shares unless otherwise stated	Dec. 29, 1933	Nov. 30, 1934	Dec. 31, 1934
	s. d.	s. d.	s. d.
Allen & Hanburys, 7% Prefd. Ord.	25 0	21 3	21 3
Amalg. Dental Co., 8% Prefd. Ord.	22 9	23 3	23 9
" " Deferred £1 ...	11 6	8 6	8 3
Ayrton, Saunders & Co. 7½% Pref.	11 3	16 3	19 6
Beechams Pills, Deferred 5s. shares	—	21 3	26 6
Benger's Food, Ord. ...	42 0	42 0	43 6
Benzol & By Products cum. part. Pref.	2 6	2 6	2 6
Berger (Lewis) & Sons, Ord....	35 6	43 0	41 3
Blundell Spence & Co. ...	14 3	18 6	19 0
Boake (A.), Roberts & Co., 5% Pref.	16 9	22 6	21 3
Boots Pure Drug, Ord. 5s. shares ...	39 6	47 0	46 0
Boots Pure Drug, 7% "A" Prefd. Ord.	29 9	30 6	31 0
Boots Cash Chemists (S.), 6% "A" Pref....	27 3	28 0	28 9
Borax Consol., Dfd. Ord. ...	12 3	11 6	11 6
Bovril, Ord. ...	26 3	28 9	29 9
" Dfd. ...	27 6	18 0	17 9
British Cyanides, Ord., 2s. shares ...	3 0	3 3	3 1½
British Drug Houses, The, Ord. ...	22 3	19 0	19 3
British Glues & Chemicals, 4s. Ord.	3 9	4 0	4 0
British Oil and Cake Mills, Prefd. Ord.	42 0	43 6	45 0
British Oxygen, Ord. ...	47 3	83 0	84 0
British Photo. Indus., 6% Cum. Pref.	5 0	2 9	3 0
Burt, Boulton & Haywood, Ord. ...	15 3	22 0	22 0
Bush (W. J.) & Co., 5% Pref. £5 ...	101 3	100 0	105 0
Callard, Stewart & Watt, Ord. ...	7 0	5 6	5 6
Cooper, McDougall & Robertson, Ord.	30 0	37 6	35 0
Crosfield (Joseph) & Sons, 6½% Pref.	27 0	30 0	30 0
Dubarry Perfumery, Ord. 1s. ...	3 6	6 3	6 3
" " 7½% Pref. ...	21 3	26 3	27 6
Eastman Kodak Com. (no nom. value)	\$79	\$114	\$113½
Eno Propriet'y, Ord. 5s. ...	—	12 3	12 0
Evans Sons Lescher & Webb, Ord. 6s. 8d. shares	1 9	3 3	2 9
" " 6% cum. part. Pref.	4 4½	5 9	5 9
Field (J. C. & J.), Ord. ...	27 3	24 6	26 6
Galloway (P. H.), Ord. 2s. ...	3 0	3 9	3 9
" " 7½% Cum. Pref. ...	25 6	27 0	27 0
Genatosan, Ltd., 1s. ...	5 4½	5 6	5 6
Gossage (William), 6½% Pref. ...	28 6	30 0	30 6
Griffiths Hughes (Kruschen) Ord. ...	—	49 6	49 9
Grout & Co., Ord. ...	20 0	17 6	19 3
Hodders, Ord. 1s. ...	0 10½	0 6	0 6
Ilford, Ltd., Ord. ...	26 3	27 6	27 6
" " 6% Pref. ...	26 0	26 3	25 0
Imperial Chemical, 7% Pref. ...	30 1½	34 3	34 1½
" " Ord. ...	32 3	37 3	37 3
" " Dfd. 10s. ...	9 0	9 4½	9 7½
Intern. Sponge Importers, 6% Pref.	10 0	16 9	16 9
Kent (G. B.) & Sons, 5½% Pref. ...	6 3	3 9	3 9
Knight (John), 25% Prefd. Ord. ...	96 3	95 0	95 0
Laporte (B.) & Co., Ltd., Ord. ...	62 6	105 6	104 6
Lever Bros., Ltd., 7% Pref. ...	28 1½	31 9	32 0
" " 8% Pref. ...	29 6	32 0	33 0
" " 20% Prefd. Ord. £1	63 0	73 0	75 6
Lewis & Burrows, Ord. ...	27 6	27 6	27 6
" " 6% Pref. ...	22 0	21 0	22 6
Liebig's Ext. of Meat, Ord. £5 ...	£11½	£11½	£11½
Mellin's Food, 6% Pref. ...	1 3	1 0	1 3
Nathan, J. (Glaxo), 7% Pref. ...	19 3	25 6	25 6
" " 8% Prefd. 10s. ...	5 3	12 0	12 6
" " Ord. 1s....	—	2 0	2 6
Pears (A. & F.), 5% Deb. £100 ...	£104	£109	£110
Phosferine (Ashton & Parsons), 8% cum. part. Ord. ...	21 0	24 6	24 0
Reckitt & Sons, Ord. ...	105 0	116 3	115 3
Salt Union, Ord. ...	38 9	39 6	38 9
Sangers, Ord. 5s. ...	17 0	21 0	22 0
" Sanitas," The, Co., 9% Pref. ...	31 3	31 3	31 9
Sanitas Trust, 10% part. Pref. ...	31 6	30 0	29 0
Smith (Stephen) & Co., Ord. 5s. ...	10 9	12 9	12 9
Spratt's Patent, Ord. ...	63 0	72 6	71 9
Stevenson & Howell, 6½% Cum. Pref.	25 0	26 6	26 3
Taylor's Cash Chemists (Lon.), 1s. Dfd. ...	0 9	0 10½	0 9
Taylor's (Cash Chemists) Trust, Pref. Ord....	9 0	10 0	10 0
" " 1s. Dfd. ...	0 9	1 0	0 9
United Glass Bottle Man., 6% Mt. Deb. Stk., £100 ...	£106	£106	£104½
Veno Drug Co., 8% Pref. ...	24 3	26 6	27 9
Virol, Ltd., Ord. ...	28 9	26 3	26 3
" " 7% Pref. ...	26 6	26 0	26 0
White (A. J.), Ltd., Ord. 10s. ...	17 6	20 9	22 0
White (Timothy), 7½% Prefd. Ord....	27 3	31 0	31 0
" " 5s. Dfd. Ord. ...	—	21 6	21 9
Wright, Layman & Umney (1932), 7% cum. Pref. ...	25 0	25 0	25 0
Yorkshire Indigo & Col. Dyers, 5s. Ord. ...	0 9	0 9	0 9

Brunswick Square Gets on the Map

AT the Council meeting of the Pharmaceutical Society of Great Britain held on January 9 (reported on p. 49 of this issue), the following motion was on the agenda under the name of Mr. F. GLADSTONE HINES, past-president of the Society:—

"That no commitments of any kind be entered into by the Council, including the appointment of architects, until

"(a) area planning and financial estimates, including upkeep expenses, have been submitted to the Council and published coincident with the annual financial statement and

"(b) open to critical examination by the members of the Society for not less than six months and

"(c) submitted to a special ballot of the members of the Society if accepted by the Council but in a sufficiently detailed form for a considered judgment to be so expressed."

Mr. Hines's Speech

In moving this motion Mr. HINES said:

It is a matter of real regret to me that I should find it necessary specially to place a motion upon the Council agenda to ensure the proper safeguarding of the interests of members of the Society at the hands of the Council. I wish to make it clear at once that I am not concerned here and now with the merits or demerits of any building scheme. A complete and critical examination can only take place when the proposals in detail are before the Council and the Society. My motion is simply directed to secure—

- (1) That detailed proposals shall be forthcoming and proper publicity given to them before any irrevocable steps are taken even in entering upon any scheme whatsoever.
- (2) A reasonable period for critical examination. No argument is needed to demonstrate the value of a period of delay for such purpose.
- (3) Actual approval by the Society as a body.

On all these points I venture to emphasise the historic importance of any rebuilding scheme

together with the magnitude of the capital expenditure involved and the stabilising of greatly increased expenses. These things are obvious. But not so obvious is the actual desire to avoid contact with the members themselves, to deny them any real voice in controlling these issues. It is unfortunate that the Council should countenance and encourage a despotic attitude on the part of the officials of the Council, now perhaps appropriately described as permanent officials inasmuch as the restraining influence of annual reappointment has been discarded. This has brought about what I regard as a form of pharmaceutical Fascism, a degradation of individuality and personality, a desire to use members of the Society with utter



MR. F. G. HINES

indiscrimination merely in order to gratify and glorify some conception of a central government here in London. To me, at least, this is not progress but degeneracy. It confers benefits not upon a scattered membership of small units throughout England, Scotland and Wales, but mainly upon an ever-increasing establishment of officials maintained at the expense of those units.

But beyond this brief support of the three parts of my motion I desire to place before the Council a far more comprehensive view of the issues involved. If I may use the word, these issues are constitutional. And in my continuing statement lies the explanation of my attitude and the reasons that have moved me. It has been evident throughout the past year that neither the Council nor the officials of the Society have

grasped the fundamental importance of the changes made by the passing of the Pharmacy and Poisons Act of 1933. It was in May, last May, when that laxity of mind effectively betrayed itself. What I regard as an unconstitutional attempt then made to seize funds arising from a business premises registration fee was a complete shock to me, and my reaction was at once to give the widest publicity to all that was involved in the proposed rebuilding scheme. But I now desire to take matters a stage further. The vital mistake has been made, in my opinion, of assuming that the Council can carry on all its activities and govern or misgovern the new Society as it did the old. There has been no realisation of the actual and important break that has occurred. The old Society was purely a voluntary organisation. The Council was responsible only to its member constituents. Subject to any objections from its supporters, and within the terms of its charter, it could use its funds as it chose. It could give or withhold any information as to income and expenditure. It could present its financial statements as it pleased.

But the Act of 1933 has effected radical changes either completely misunderstood or deliberately ignored. It is this aspect which has engendered all my criticisms. The retention fee, compulsory upon all qualified individuals who desire to remain upon the Register and practise their calling, entirely revolutionises the acts of the Council, or it should do so, morally if not legally. Such a practising fee is in no way comparable with a voluntary subscription. It imposes a new, circumscribed view of the use of such funds. It imposes a new outlook on the publicity given to the expenditure of that money.

Month by month I have watched the Council privately and without subsequent publicity expending its income with what, again in my opinion, has been an abandon of prodigality. It is true that the Society has other sources of income apparently uncontrolled but not actually so. It derives a large income from examination fees. Now I ask: what is the purpose of a retention or practising fee the non-payment of which may deprive a qualified person of substantial means of livelihood? Obviously strictly to provide a central organisation with sufficient support for its administrative functions. That surely imposes a new sense of responsibility, a new sense of planned economy, a new sense of publicity. The whole effect is equally to impose a new perspective upon any rebuilding or rehousing scheme. Any earlier decisions of the voluntary Society's Council must be reviewed in the light of these totally different obligations.

THE PRACTISING FEE

With all the extraneous sources of income at the disposal of the Society (presumably, under its Charter, designed for administration) one might reasonably have assumed that the Council would have reduced the compulsory practising fee to an absolute minimum. This could and should have been done. It should have been the outstanding policy of the Council to retain every qualified person on its new Register, to unify the craft, not to disintegrate it. Instead, with a relatively large and much increased revenue at its disposal, it has created dissatisfaction, and thousands of properly qualified persons, desirous of remaining, have been swept off the records by the act of the Council. Is the Council to place its activities, as they now exist, on such a basis as can lead only to the imposing in the near future of the maximum retention fee? A compulsory fee does not, I suggest, presuppose a large educational establishment which must involve a substantial annual loss nor pharmacological laboratories expensively housed in the heart of London upon a costly site. A compulsory practising fee should not be at the mercy of undertakings involved in the purchase of commercial publications



MR. T. HARDY

such as the "Extra Pharmacopœia." Ample time and thought are needed to weigh up the extent and sources of income of the new Society and to consider the proper and desirable uses of that income. These have been the considerations in my mind; no effort has been made, however, by the Council to ensure reflection.

Before one single further step is taken I ask that the Council should have regard not merely to the economic position of members arising from a compulsory retention fee and the uses to which it is being put but the very understandable sentimental aspect of retaining every person qualified under the old régime who desired to remain attached to his Society. I address you at length because my own good faith has been impugned. I have considered it my duty as the past-president of the Society to protest against this reckless gambling with the funds entrusted to us for wise administration. I will be no party to this aggrandisement of officialdom at the expense of an impotent electorate scattered as it is from Land's End to John o' Groats and inarticulate at all times. Every member of its governing Council should be willing soberly to protect each individual unit, however humble. It is the economic and not the academic status of the pharmacist in business that should give us pause. That is the overriding consideration in my mind, and that alone dictates the motion I submit for acceptance by the Council.

Finally, I present the argument that the Council has no mandate from members as now registered to proceed with this plan. Again there is the wilful assumption that this Council can gaily proceed on its way with no regard whatsoever to its new constitution. Not only have the thousands of new members, roughly one-third of the present membership, had no opportunity of expressing their views on this huge project, but no attempt has been made most fully to enlighten them. True, following the lead I gave, an official statement has been issued; but that statement is remarkable not for what it reveals but for what it suppresses. . . . On the financial side in particular, which governs the terms of my motion, no member of the Society has any real grasp of the increases of expenditure piled up month by month in 1934. Whether these increases are justifiable or not is quite another matter. I doubt whether the individual members of Council either appreciate the aggregate significance. . . .

The Council must please understand this is no factious opposition to them individually or collectively. It comes from a real sense of my responsibilities in assisting the passing of the new Act, together with an intense repugnance to so much injustice behind the scenes, which is inimical to the real interests of members of the Society. This is no way to govern pharmacy. The Council should control its own policy, be the master of its own house and not be driven along the uncharted course it is now pursuing. If the Society tends to develop into the shadow of a Government department, and so comport itself, it is well that persons compulsorily registered should appreciate that. My motion is to ensure at least an element of democratic control. Its rejection will mean an end of the traditional personal association of membership or such as is left of it. Its acceptance will give members encouragement that, at least, something of hope for the future remains. If ever members had a right to demand a breathing space that right exists to-day. A full and proper survey is needed, impartially conducted, of the whole position and activities of the Society. Hence the motion which I now submit to the Council.

MR. HARDY formally seconded the motion.

Mr. Melhuish Replies

MR. MELHUISH said he thought he would be expected, as chairman of the Establishment Committee, to say something on the resolution. Mr. Hines had gone far beyond the scope of the resolution; and he (the speaker) did not propose to follow him to that extent. Mr. Hines had indicted the whole of his colleagues on the Council, and he (the speaker) was astounded and amazed. So far as the motion was concerned the Council chamber was the right and proper place for a discussion. With regard to the building of the new headquarters the whole question was exceedingly difficult and complicated, and he could not imagine any member of the Committee going on with that undertaking unless he received the assurance of the support of his colleagues. The reply to the motion was in essence a very simple one. On the question of the appointment of architects he took the opposite view to Mr. Hines. That was the very beginning. With the appointment of the architect the closest contact would begin, and might continue for

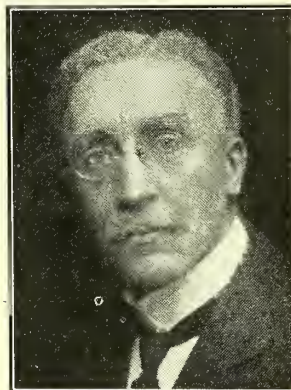
one or two years, on which the financial side of the scheme would depend. They could not give the answer to the members which was demanded in the motion. The appointment of an architect was in his view absolutely essential. The position was that whether they liked it or not circumstances connected with their leases and the immense amount of work they were doing made it incumbent upon them to build. The next thing was that they had bought and paid for a freehold site, and their commitments were to build on that site and to begin building before 1942. He submitted that the appointment of the architect would not involve the Council in any additional cost, and the more consultations they had with the architect the more value would they derive from him. The labours of the Premises Committee, in the main, had been directed to acquiring the very details the resolution was calling for. With regard to the suggestion that they should have a ballot or referendum of members, was such a course necessary or desirable? He thought not. The motion put forward by Mr. Hines, in his view, was calculated to disturb the minds of their constituents. The Council were elected to conduct the business of the Society, and if they gave the fullest information to the members he thought they would be satisfied. He could not give such information even to the Council at the moment, and certainly not to the members. They had nothing to hide from members, and he very much resented the suggestion that he was misleading those who had sent him to the Council. When any information was available it would be given to the whole of the members. The president, in a recent speech at Southend, had given a very full report to the members, who, he (the speaker) believed, were quite satisfied with it. He had inquired in various directions, including the offices of the Journal, and not a single letter complaining of the Council's actions had been received. He was satisfied that when the time came for the Society to build the new headquarters they would be able to do it without casting an additional burden on the members and without any suggestion of an increase in the retention fee. The resolution was impracticable, and even if it were practicable it would only lead to unnecessary and prolonged delay. Mr. Melhuish pointed out that the preliminaries in connection with the building scheme must of necessity be long drawn out. He also asserted that Mr. Hines himself had agreed to the various steps taken by the Council in regard to the scheme, including the purchase of the site. Indeed, in April 1933 Mr. Hines not only agreed to the report of the Establishment Committee, but submitted a report of his own which was included in the committee's report, urging that the work should be expedited on the grounds of the progressive annual decrease in the value of the present leases, the then low cost of building, the cheapness of money, the urgent need for the training in London of Pharmaceutical students and the probable need for more accommodation when the Pharmacy and Poisons Bill became law. Mr. Hines also submitted the names of six architects. He could not help thinking it was unfortunate that when Mr. Hines vacated the presidential chair he found himself unable to serve on a single committee of the Council.

MR. HINES: That is not fair. I shall object to that statement very strongly.

MR. SKINNER reminded the Council that Mr. Hines was not in good health at the time.

MR. MELHUISH went on to say he was sorry he had had to speak on the lines he had, and if the scheme was proceeded with any help that Mr. Hines or any other member of the Council could give would be welcomed. He believed that the best interests of the Society would be served by going on with the work, not hurriedly but steadily.

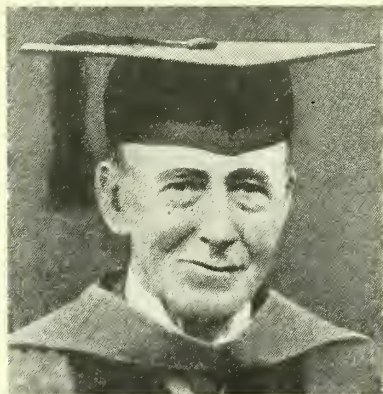
MR. DICK, supporting the resolution, said he felt the Council had been guilty all along of a silly and stupid secrecy regarding their doings. His view was that far more publicity should be given to their deliberations and decisions; at a time when they were threatening to launch out into a huge expenditure they



MR. A. R. MELHUISH

wanted information to guide them, so that they did not take a step which they could not reverse. They had heard from Mr. Hines an exceedingly brave speech, for it took some courage on the part of an old member to stand up and make such a speech. In spite of the resentment against what he had said, and the strength of his language, he (the speaker)

used the speech of Mr. Hines. He was rather surprised that Mr. Hines had thought it worth while to adopt such an attitude. There was a good deal to be said for Mr. Hines's resolution. But surely none of them could remain silent in face of the indictment of every member of the Council. Mr. Hines had been a member of the Council all the time, and he



SIR HUMPHRY ROLLESTON, Bt.



MR. J. KEALL



PROFESSOR J. A. GUNN

submitted that it was justified. One thing which had impressed him since he had been a member of the Council was the casualness with which they had got down to the problems they had to consider. He confessed that he had been time and again put in a maze by the discussion that went round the table, and, possibly due to his lack of intelligence, he had sometimes been unable to understand the point they were trying to arrive at, or at which they had arrived. He agreed that they had reached a point at which they should carry out the scheme and that they ought to do it in a way that would reflect credit upon the Society. But before they ventured he asked, as Mr. Hines had asked, not only that they should have the fullest possible information, but carefully consider that information before committing themselves to any steps in that direction. What worried him was that they were talking about building a headquarters that would house all the activities of the Society. He hoped that when they got that they would not forget the body they represented which to-day was more of a phantom than a reality. The craft was in no need of slimming; it had need of a more substantial diet than it had had in the past. He only wished he could see one hundredth part of the enthusiasm for the craft that there was in the efforts to make the Society look a big thing in the eyes of the world. He agreed with Mr. Hines that the way they

(the speaker) was appalled and amazed, and greatly regretted that Mr. Hines should have made such a speech in proposing a resolution which could have been put in quite a different way and could have been helpful rather than harmful. He felt that Mr. Hines had caused harm in the country, and his speech would alarm and unsettle members, and would not help the Council. Everything the Council had done regarding the scheme up to now had been with Mr. Hines's approval. The members of the Society were not committed to anything at the moment. Nothing would be done without the full responsibility of every member of the Council.

SIR HUMPHRY ROLLESTON regretted that the initial stages of the discussion had not been conducted *in camera*, and suggested an adjournment to consider the whole matter. It could then be brought up at the next meeting for public consideration.

THE PRESIDENT said the matter was entirely in the hands of the Council, and several members declared they were quite prepared to discuss it *in camera*.

MR. NEATHERCOAT, however, reminded the Council that one of the complaints was that that was the way they did their business.

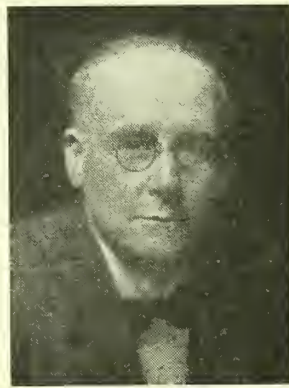
MR. HINES said he was quite willing to adjourn further discussion to the next meeting.



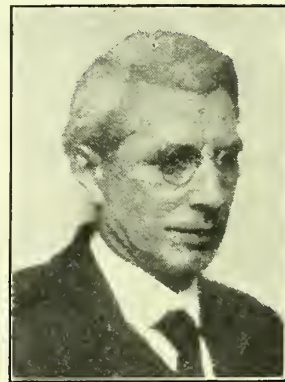
MR. E. T. NEATHERCOAT



MR. A. A. DICK



MR. H. SKINNER



MR. L. M. PARRY

spent money made his hair almost stand on end. They must remember that they were trustees for the rank and file of pharmacy, and their aim ought to be to do their very best for the craft.

MR. NEATHERCOAT said he thought the Council would do well to cut out the wild orgy of personalities which had character-

ized the speech of Mr. Hines. He was rather surprised that Mr. Hines had thought it worth while to adopt such an attitude. There was a good deal to be said for Mr. Hines's resolution. But surely none of them could remain silent in face of the indictment of every member of the Council. Mr. Hines had been a member of the Council all the time, and he

THE PRESIDENT said they could go on all day if necessary, and if they wished they could adjourn for lunch and return afterwards.

MR. SKINNER, continuing the discussion, said there was not one member of the Council who could be satisfied that he got all the information he should have. He recalled that he was

one of the three who objected to paying the fancy price they did for the site. But having put their hands to the plough they must go forward, and they could not get any details for help until they got an architect. The suggestion of a ballot was utterly absurd, and he had in mind the ballot of 1919 in which he was concerned. He remembered how that ballot was "wangled," and they knew they could get anything they wanted in a ballot. If he, as a member of the Council, was not capable of deciding an issue of this character he would resign. He had a great deal of sympathy with Mr. Hines and supported him, but must confess he was bound to vote against the resolution.

MR. HARDY also recalled that Mr. Hines had been in sympathy with the building scheme. The object that information should be given to every member of the Society had the sympathy of the Council; but the proposal for a ballot would take away any dignity the Council possessed. He would like to have supported Mr. Hines with regard to general publicity, but was compelled to vote against the resolution.

PROFESSOR GUNN mentioned that on the preceding night they had considered increases of salaries of between £400 and £500 a year, and they were passed without any serious consideration.

He would like to see proposals brought up at one meeting of the Council and passed at the next. He thought it would be better if they had a little more time to consider finance.

MR. PARRY stated that the site which they had purchased was now worth very much more than they had paid for it. Surely the Council was the body elected to do the work of the Society.

MR. HINES, replying to the discussion, said there had been no answer to the points he had raised. The point about his not serving on the committees was most unfair, for his throat was then in a serious state, and afterwards he had to undergo an operation. He had not indulged in personalities, but he objected to an important body like the Premises Committee being appointed by the Establishment Committee in view of the fact that they were to be entrusted with a scheme which might cost £250,000.

THE PRESIDENT said the point raised by Professor Gunn would be dealt with. Members of the Council were perfectly competent to defend themselves.

When the resolution was put to the vote Mr. Hines asked for the names to be recorded. Mr. Hines was the only member who voted for the resolution.

I.F.S. Therapeutic Substances Regulations

THE Therapeutic Substances (Saorstát Eireann) Regulations, 1934 (S.R. & O., 1934, No. 365: rs. 3d. at 5 Nassau Street, Dublin, C.2), to which a preliminary reference was made in our issue of January 5 (p. 3), have been published at the Irish Free State Government Publications Sale Office. The provisions of the Regulations closely resemble those of the corresponding British Regulations of 1931 (*C. & D.*, 1931, II, 199), which were founded on the first Regulations of 1927 (*C. & D.*, 1927, I, 737). It therefore suffices to indicate the principal differences between the new Regulations and those of 1931.

VETERINARY SUBSTANCES

The most obvious difference between the two sets of Regulations is the greater prominence of substances for veterinary use in the new Regulations. Thus, the provision for labelling such substances with the words "to be used solely for veterinary purposes" are transferred from the final clause of the British Regulations to Clause 8 (e) of the Irish; "or registered veterinary surgeon" is inserted in Clause 9 after "a registered medical practitioner"; and the Second Schedule, Part I, B4 has the following new clause:—

(8) No vaccine lymph for inoculation into animals shall be imported into Saorstát Eireann unless the Minister is satisfied that it has been tested for the presence of the virus of foot and mouth disease on the mucous membrane of the mouth of a susceptible bovine animal and that the animal remained free from foot and mouth disease for a period of seven days after inoculation.

Part II of the same Schedule has two new Sections, D and E. Section D commences as follows:—

PROVISIONS APPLICABLE TO TUBERCULINS INTENDED FOR VETERINARY USE

1. Tuberculin for veterinary use are classified in three groups:—
 - (a) Tuberculin prepared from mammalian type of *Bacillus tuberculosis* grown on a fluid nutrient medium and subsequently prepared in the manner laid down for "Old Tuberculin" in the second Schedule, Part II (C) 2 of these Regulations.
 - (b) Tuberculin bouillon filtrate as defined in the second Schedule, Part II (C) 3 of these Regulations.
 - (c) Tuberculin prepared from the avian type of the *Bacillus tuberculosis* grown on a nutrient fluid medium and subsequently prepared in the manner laid down for "Old Tuberculin" in the second Schedule, Part II (C) 2 of these Regulations. The proper name of the preparation is Tuberculin with the suffix "A."

Section E lays down the provisions for mallein, which may be labelled with or without the suffix "C."

OTHER CHANGES

The principal change, apart from those relating to veterinary substances, is the omission of surgical ligature and suture from the scope of the Regulations. An instance of the elaboration of a test occurs in Clause 16 (3), corresponding to Clause 18 (3) of the British Regulations. It reads:—

In the case of a test for anaerobic organisms the medium shall consist of a nutrient broth similar to that used in testing for aerobic

organisms with the addition of heat coagulated tissue. The tissue shall occupy a depth of not less than 1 centimetre at the bottom of the tube and the broth a depth of not less than 5 centimetres. After the final sterilization the hydrogen-ion concentration of the medium shall be between the limits represented by pH=7.2 and pH=7.8. In the case of tests of sera, unless the cultures are to be incubated in an apparatus in which the contained atmosphere is devoid of oxygen, the broth shall have above it a layer not less than 1 centimetre in depth of liquid paraffin, vaseline or other suitable material to act as a barrier to the absorption of oxygen. In every case before the test inoculation the medium shall be heated to 100° C. for a period sufficient to free it completely from dissolved oxygen and then be cooled to 37° C. or lower.

On the other hand, an instance of compression is found in the Second Schedule, Part I, B7 (2) (b), which reads:—

- (b) *Test for the presence of living hæmolytic streptococci.*—A sample of the vaccine lymph shall be thoroughly mixed with melted nutrient blood agar medium and a culture plate poured from the mixture. This shall be incubated at 37° C., and be examined daily for two days for the presence of colonies having the appearance of colonies of hæmolytic streptococci. If any such colony is detected it shall be examined, and the nature of the organism determined. If any such colony is found to be formed of streptococci, the batch of lymph from which it was grown shall not be issued.

Throughout the Regulations, the unit of standardisation approved is to be one indicated by the Minister for Local Government and Public Health. The provision for the inspection of premises used for scientific research in the United Kingdom is not repeated in the corresponding Clause of the Irish Free State Regulations. The provisions for labelling, except those in Clause 8 (1) (e), come into operation on March 1; the other Regulations become operative on June 1.

STAFF contributions to the Royal Berkshire Hospital, Reading, during the past quarter included sums from Timothy Whites, Ltd., and from Bradley & Bliss, Ltd.

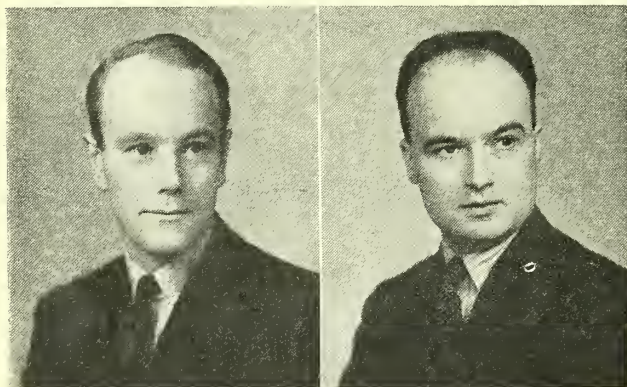
THE INHALATION OF CASTOR-OIL VAPOUR.—Writing to "The British Medical Journal" (3857, 1045), Dr. G. Graham Macphée, Liverpool, gives two instances of the laxative effect of castor oil which had not been taken but merely smelt. One of these instances is as follows:—"A pilot during the Great War suffered from mild chronic constipation which necessitated periodic laxative treatment. He was flying 'pusher' planes, in which the engine was behind the pilot and observer. Later, he changed to aeroplanes with rotary engines. These engines were at the front of the machine, and used pure castor oil as a lubricant. The smell of castor oil was prominent in the fumes which he perforce had to inhale. He noticed that during the period when he flew these latter machines he never required to take any laxative medicine, but, when he gave up flying, his old constipation returned. Apart from this case, it was quite generally known among observant flying officers that the fumes from rotary engines kept the bowels open."

Trade Notes

PERFUMERY GLASSWARE.—Wood Brothers Glass Co., Ltd., Barnsley, specialise in the designing and manufacture of quality glassware for perfumery.

PRICE REDUCTIONS.—Anzora Perfumery Co., Ltd., London, N.W.6, elsewhere in this issue give details of the new wholesale and retail prices of Anzora. The latter come into operation on February 1.

BOB MARTIN, LTD., Southport, inform us that they are contemplating further big extensions of their sales activities in the near future, and with these changes in view Mr. B. G. Allen,



Mr. B. G. ALLEN

Mr. G. A. ARNOTT

who joined the company as assistant advertising manager, has been appointed advertising manager and Mr. G. A. Arnott has been appointed sales manager.

BONUS OFFER.—Lewis & Melchior, Ltd., 62 Oxford Street, London, W.1, who are the distributors of Okasa, give particulars on another page of a bonus offer being made in connection with this proprietary. Among other lines supplied by the company are Okaderm (a hormone skin food), Okamen, Okavena and Okaslim.

We have received from Knoll A.-G., Ludwigshafen, an excellently produced brochure (printed in English) giving the history of the company and its numerous chemical specialities. Regarding the latter, details are given of their composition, packings, therapeutic uses and so forth. A copy of this informative publication, which chemists will find most useful for reference, may be obtained, post free, from Knoll, Ltd., 60 Welbeck Street, London, W.1.

BURROUGHS WELLCOME & Co., Snow Hill Buildings, London, E.C.1, have sent us a copy of a book they issued in connection with the Chicago Century of Progress Exposition, 1934, under the title of "The Romance of Exploration and Emergency First-aid from Stanley to Byrd." The publication deals in an interesting manner with expeditions into unknown territories and how disease was responsible for many of the failures. The advance from crude medical equipment to modern compressed medicaments and dressings is largely due to the pioneer work in this domain by Messrs. B.W.

FETTINA obesity pills are manufactured by Cassel Chemical Products, Ltd., Broad Street House, 54 Old Broad Street, London, E.C.2. They are supplied in bottles of 115, sufficient for three weeks' treatment.

MACLEANS, LTD., Great West Road, Brentford, state that their Rheumatic Rub is shortly to be the subject of extensive national advertising. As most chemists will know, this preparation contains a high proportion of methyl salicylate,



menthol and camphor in a vanishing base. Rheumatic Rub is packed in tubes enclosed in cartons, and with the show material available it should be possible to make an attractive display.

PHARMACY FITTINGS.—Philip Josephs & Sons, Ltd., 90 St. John Street, Clerkenwell, London, E.C.1, have issued an illustrated list of pharmacy fittings, and chemists who are contemplating alterations or additions to their equipment will find this an interesting publication. A copy of it will be sent on request.

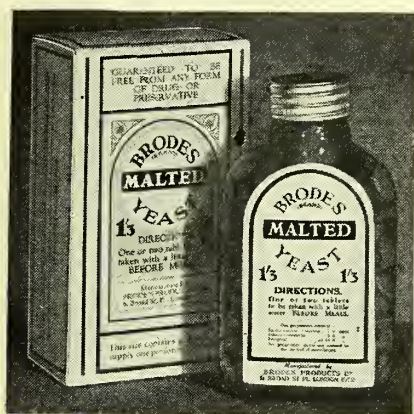
AQUILOX TABLETS.—Crescent Preparations, Ltd., 27 Old Bond Street, London, W.1, inform us that they are making a special offer in respect of Aquilox tablets, and that intensive national and medical propaganda is being undertaken regarding this line. Particulars of the display parcel are given in the advertisement pages.

COTY (ENGLAND), LTD., 3 Stratford Place, London, W.1, are launching on the market a new complexion rouge which is prepared by their new pressed powder process, so that its soft texture disintegrates easily and spreads smoothly on the skin. This product is made in twelve new tones, which do not alter



on the skin through exposure to light and air. It is packed in two sizes—for the handbag and the dressing table. For displaying the rouge Messrs. Coty have designed the stand shown in the illustration. As will be seen, it accommodates three boxes of each shade and has a drawer to hold twelve pastels in order that the shade and texture of the rouge can be studied. The other stand illustrated is intended for the company's general lines, and it is offered so that the retailer can make an attractive display of a small group of Coty creations.

MALTED YEAST TABLETS.—Brode's Products, Ltd., 6 Broad Street Place, London, E.C.2, a package of whose malted yeast tablets is shown in the illustration herewith, are undertaking a national advertising campaign (including a full page in the "Daily Mail," March 2) in connection with this product. The distributors are Thomas Christy & Co., Ltd., Old Swan Lane, London, E.C.4.



EVAC-COLON, 5 Great Marlborough Street, London, W.1, are the suppliers of an apparatus devised to

cure constipation. It is illustrated in the firm's advertisement in the C. & D.

WHIFFEN & SONS, LTD., Fulham Road, London, S.W.6, have sent us a wall calendar (11 in. by 16 in.) with monthly folios. The design is attractive, and the colours chosen—yellow, red and blue—make a pleasant combination.

Births

Notices for insertion in this column must be properly authenticated.

DAVIES.—At The Plantation Nursing Home, Norwich, on January 3, the wife of J. Clifford Davies, M.P.S. (chief pharmacist, The Norwich Medical Institute), of a son.

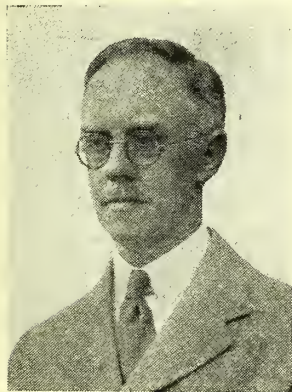
Marriages

HORNE—WARD.—At the Congregational Church, Moreton-in-Marsh, on December 26, Bernard Lionel Horne, chemist and druggist, to E. S. Ward.

Deaths

HUGHES.—At Telham, Battle, Sussex, on January 1, suddenly and peacefully, Mr. William Griffiths Hughes, Ph.C.

Mr. Hughes, who passed the Major examination in 1897, was long associated with E. Griffiths Hughes, Ltd., Adelphi, Salford, proprietors of Kruschen Salts. The older generation of Manchester pharmacists remember the shop in Victoria Street, near the Cathedral, where Mr. Hughes received his early training. The business was afterwards transferred to Deansgate, and owing to the success of the firm's proprietaries was eventually closed. Mr. Hughes was a member of the Manchester Pharmaceutical Association for a long period, and served for a time as secretary. Of late years he annually entertained the Manchester and District Pharmacists' Golfing Society at his residence at Buxton and presented a prize for competition. Mr. Hughes leaves a widow, two sons and a daughter. At the funeral service, which took place at St. John's Church, Buxton, on January 4, the Association and the Golfing Society were represented by Mr. J. H. Franklin, Ph.C.



Photo] [Cleworth
MR. W. GRIFFITHS HUGHES, Ph.C.

presented a prize for competition. Mr. Hughes leaves a widow, two sons and a daughter. At the funeral service, which took place at St. John's Church, Buxton, on January 4, the Association and the Golfing Society were represented by Mr. J. H. Franklin, Ph.C.

CALVERT'S TOOTH POWDER.—F. C. Calvert & Co., Ltd., Gibbon Street, Ashton New Road, Manchester, 11, have adopted a new packing of pleasing modern design for their carbolic tooth powder. Coincident with the placing on the market of this "tap-out" container, Messrs. Calvert are



making an introductory offer of one free tin, together with attractive show material, to any chemist who will keep it on display for a specified period. Calvert's carbolic is one of the best known dentifrices in powder form, and its new "dress" should still further enhance its popularity.

JENKINS.—At Merthyr Tydfil, on January 2, suddenly, Mr. Thomas Jenkins, chemist and druggist, 6 Morlais Buildings. Mr. Jenkins qualified in 1884, and carried on business at Merthyr for nearly fifty years. He served as chairman of the local Pharmaceutical Committee.

KNOTT.—At Willow Bank, Sharples, Bolton, on January 4, Mr. Herbert Knott, chemist and druggist, a partner in the firm of Knott Brothers, chemists, aged sixty-six. Mr. Knott studied at Manchester University, and after qualifying was in charge of one of the shops of his firm for forty years. He was president of the Bolton Chamber of Trade in 1925 and 1926 after long service on the executive; he was also chairman of the Bolton Pharmaceutical Committee and a regular supporter of the British Pharmaceutical Conference. Mr. Knott leaves a widow, a son and a daughter.

MACARTHUR.—Recently, Mr. Malcolm James Macarthur, chemist and druggist, Kilmacoll, Renfrewshire. Mr. Macarthur qualified in 1898.

NEWALL.—At 138 Hill Street, Glasgow, on January 1, Mr. Malcolm McMillan Newall, chemist and druggist, Springham Road. Mr. Newall qualified in 1905.

SALISBURY.—At Tolka Lodge, Glasnevin, on January 7, Mr. William Salisbury, R.D. (Salisbury Brothers, 61 Lower Dorset Street, Dublin). Mr. Salisbury was registered as a druggist in 1903.

WOOD.—At a nursing home, recently, after a long illness, Georgina Maria, wife of Mr. Uriah Wood, M.P.S., of Bristol.

Personalities

THE engagement is announced of Mr. G. W. Gentle, M.P.S., of Parks Pharmacy, Ltd., Meir, Stoke-on-Trent, and Miss Doris E. James, daughter of Mr. W. H. James.

At the conference of representatives of Potter & Clarke, Ltd., in London, on December 21, Mr. Henry Potter, Ph.C., F.L.S., chairman of the company, was presented with his portrait in colours to celebrate the completion of forty years' service with the company. Mr. Henry Potter, in thanking the directors for their gift, mentioned that he passed the Major examination on January 6, 1895, and was then the youngest pharmaceutical chemist in England, but he had grown out of it since. Mr. and Mrs. Henry Potter are leaving England, on January 11, by the "Windsor Castle," on their fourth trip to South Africa. Mrs. Henry Potter is staying in Natal, while Mr. Henry Potter hopes to make the trip to Réunion and Mauritius, returning home in April.

Telegrams :
"Atoeine
Sedist,
London."



Telephone :
Bermondsey
1141

John Bell, Hills & Lucas Ltd.

"JOHN BELL BRAND"
COLD CURE CAPSULES.

For Influenza and Common Cold.

A good selling Winter line.
Send for Sample box and particulars.

Oxford Works, Tower Bridge Road, London, S.E.1

FENNINGS' 50 YEARS' REPUTATION
Children's Powders

ADVERTISED EVERYWHERE. READY SALES.
ALFRED FENNINGS, Cowes, I.W.

NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



R. V. WAGNER

33 BROOKE ST., LONDON, E.C.1 Tel. Holborn 5090

PATENTS AND TRADE MARKS

PROTECTED AT HOME AND ABROAD

BOOKLET GRATIS

REGINALD W. BARKER & Co.

56 LUDGATE HILL, LONDON, E.C.4.

Telephone City 5140

A WORD OF CAUTION

'LUMINAL'

(Our Registered Trade Mark)

When 'Luminal' is specified on any prescription, the Chemist is legally bound to supply the Original product. Substitutes are liable to give different clinical results from the Original. In order to protect doctors and patients we shall protect our Trade Mark rights by vigorous action.



BAYER PRODUCTS LTD.

AFRICA HOUSE, KINGSWAY, LONDON, W.C.2

90 % **S. V. R.** 95 %
1932 B.P.

FOR

Write for Prices

TINCTURES

JAS. BURROUGH LTD. 1 Cale Distillery, LAMBETH, S.E.11

GARFIELD TEA

FOR CONSTIPATION

PROMPT SHIPMENT

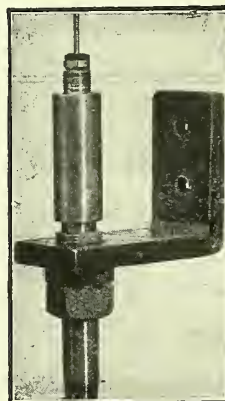
ALL SIZES

'Phone or Write :

GARFIELD TEA CO.

44 Foxbourne Road

BALHAM, LONDON, S.W.17



SPRINKLER BOTTLES

Automatic Rinsing

Can be connected to the town's water supply by metal or india rubber hose pipe.

By merely passing the mouth of the bottle over the jet and pressing the bottle downwards water is automatically sprayed into the bottle. The water completely drains away from the bottle as it is withdrawn.

Further particulars may be obtained from the makers:—

The THOMAS HILL Engineering Co. (HULL), Ltd.
9 PARK LANE, STEPNEY, HULL

VETERINARY COUNTER PRACTICE. Price 7s. 6d. net, by post 8s.

WOOTTON'S CHRONICLES OF PHARMACY. Price 10s. 6d., by post 11s. 3d.

THE CHEMISTS' DICTIONARY OF MEDICAL TERMS. Price 3s. 6d., by post 3s. 8d.

PHARMACEUTICAL FORMULAS (P.F., Vol. I). Price 15s., by post 15s. 9d.

PHARMACEUTICAL FORMULAS (P.F., Vol. II). Price 15s., by post 15s. 9d.

PRACTICAL METHODS OF URINE ANALYSIS. Price 4s., by post 4s. 3d.

THE "CHEMIST AND DRUGGIST," 26 Essex Street, W.C.2

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- | | |
|---|---------------------------------------|
| E/21. Aitchinson's C. L. O. emuls. and iodine | K/31. K. M. gel (colloidal kaolin) |
| C/19. Barratt's Bayonet catch bottles | G/41. Laveloid mouth wash (not Lavis) |
| M/29. Elephant brand adhesive felt | E/21. Lloyds' herbal pills |
| K/21. Endothyrin | E/21. Nostella |
| B/41. Germaheat electric cushion | G/13. Proetz nasal syringes |
| | E/12. Sia (or Fia) hair tonic |
| | D/31. Supreme Moment perfume |

THE CHEMIST AND DRUGGIST

VOL. CXXII.

January 12, 1935

NO. 2866

The Testing of Insurance Dispensing

IN some quarters the results of the operation of the scheme for testing medicines supplied to insured persons seem to be giving rise to not a little uneasiness. The model testing scheme was prepared by the Ministry of Health in consultation with the National Pharmaceutical Union and representatives of the National Association of Insurance Committees, and under the Medical Benefit Regulations it is adopted by the insurance committees and the pharmaceutical committees acting jointly in each area. The pharmaceutical service subcommittees of the insurance committees administer the scheme. Unfortunately, the records of a few chemists are not so good as to make it possible to give a flat denial to charges of inaccuracy in dispensing; it is no use closing our eyes to the fact that, subsequent to tests being taken, some chemists are brought before the service tribunals and are the objects of caution, censure or fine. Conditions vary in different areas; and although the great majority of the tests prove the excellence of the service provided by pharmacists in general, cases do crop up here and there which give those responsible for maintaining an adequate pharmaceutical service for insured persons some unhappy moments. It is of no use to blame the insurance committees for this condition of affairs. It is their duty to administer the Act and carry out the instructions contained in the Regulations. When a case of inaccuracy is brought to their notice, they must take the action prescribed by the scheme. Truth is often unwelcome, but it is not wise to ignore it. Bloomsbury Square in these days is busily engaged in turning out super-scientific pharmacists, but the efforts of some of its recent products cannot be said to add lustre to the profession as regards the dispensing of medicines.

The Significance of Insurance Dispensing

There is one thing chemist contractors and their assistants should grasp, and that quickly. Insurance dispensing is not a mere side-line occupying odd intervals between sales of toilet adjuncts. It is the subject of an important contract between the State on the one hand and the pharmaceutical specialist on the other hand, wherein the former engages to pay cash to the latter for the exercise of his skill in the interests of certain members of the community. Chemists must realise that there are forces at work to induce the State to find an alternative to the present system; and if there are any chemists who are not giving insurance dispensing the attention it demands and deserves, they should, in fairness to pharmacy as a calling, resign from the panel. Although we realise that some chemists are justly censured or fined, we are satisfied there are many cases in which fines are inflicted quite unjustifiably. We know of one recent case in which the chemist was fined £1, although it was admitted in the report of the Insurance Committee that the medicine was accurately dispensed. It was stated that there was carelessness

because the medicine was handed out (at the urgent request of the messenger who brought the prescription) before one of the ingredients was fully dissolved; the medicine being divided immediately, the Insurance Committee's portion showed an excess, but the chemist's portion showed a deficiency which balanced the excess. There are other cases in which a variation of no more than 6 per cent. has been held to justify a fine or censure. Under the scheme the Ministry of Health is supposed to co-ordinate and supervise the findings of the pharmaceutical service subcommittees; but some of the insurance committees, we are informed, strongly resent any interference with the findings of their service subcommittees. It is common knowledge that representations have been made to the Ministry of Health regarding so-called interference with the decisions of the local committees.

Reconsideration of the Testing Scheme

We are pleased to note from the latest monthly report of the N.P.U. Executive that it has decided to approach the Ministry of Health with a request for a reconsideration of the testing of dispensing scheme. It seems to us that the time is opportune, not only for chemists to consider carefully their own work under the scheme, but also for a general overhaul of the scheme itself. Some method should be devised by which chemists are not tempted to hand out medicines which are not ready for use, and they should not be subjected to "tricky" test prescriptions. The methods of some food and drugs inspectors are not needed; what is required is a fair test of ordinary N.H.I. prescriptions such as the panel doctor writes for his patients. A central tribunal should be established to which the findings of the service subcommittees should be submitted before any censure or fine is inflicted. We feel sure that although there are a few chemists who do not realise their responsibility under the scheme, the service as a whole is better than this testing of dispensing scheme seems to indicate: that is our reason for suggesting that changes are necessary in fairness to panel chemists and in order to prevent an erroneous impression of their service gaining ground.

Vocational Incertitude

THE lecture on "Vocational Guidance" given at the London evening meeting of the Pharmaceutical Society on January 8, reported on p. 45 of this issue, suggests a word of warning against hasty conclusions based on an inadequate number of experiments. Those of our readers who have studied the annual reports of the Industrial Health Research Board are well aware of the inconclusive nature of many of the findings put forward by various workers in this field. Vocational guidance is another subject in the discussion of which there is considerable risk (to quote from a letter by Mr. G. M. Young in "The Times" of January 9) of "eluding the rational discussion of affairs and substituting for the disinterested analysis of causes and tendencies some phrase or formula of current psychology." Mr. Young adds: "This habit is not only unscientific, it is dangerous. It promises a short cut to conclusions which can only be reached by long and patient travel." Many crimes are, no doubt, perpetrated in the name of psychology; and those who are genuinely interested in the welfare of young people will be careful not to accept without due investigation the tentative formulas into which workers in industrial problems are apt to crystallise their beliefs before these beliefs are sufficiently tested.

That Common Cold

By J. Wicliffe Peck, Ph.C.

A MEDICAL DICTIONARY in ten volumes of over 500 pages each has no reference whatever to the "Common Cold." Symptoms relating to this trying condition can of course be looked up under various headings, and waded through, at some expenditure of time. An example may be quoted:—"Coryza—nasal catarrh, see nose; acute inflammation, nasal neuroses, coryza oedematosa, syphilitic coryza, measles, meningitis, etc." Having referred to these separate monographs we are led to suppose that we might be dealing with a most serious disorder, and we had better shun any attempt to prescribe for so dangerous a complaint. In the meanwhile the sufferer gets worse, infects everybody around him with a generosity undreamed of, and he himself and the contacts he has made go through the various stages of fever, coryza, depression, weakness, and finally a cough, with catarrh that may last out the winter, and sometimes lasts for years. Indeed, a cold may involve a terrible cost in nervous and physical energy if not attended to at once. Patients so often say, "Only a cold, the chemist can cure that"; hence the frequency of the request for a mixture or for advice.

How Obtained

Without defining the "common cold" we might describe it as "an illness caused by an infection by material carried in the air, causing an inflammatory condition of the respiratory tract." The respiratory tract consists of the nose, nasopharynx, pharynx and bronchi. The common cold, like influenza, is probably caused by a virus, combined with bacterial infection. Moisture particles teeming with micro-organisms are scattered for yards around by persons coughing, sneezing, or breathing heavily. Thousands of droplets of moisture laden with millions of organisms float in the air for as long as thirty minutes, infecting every one around whose resistance is for the time lowered. It is a very noticeable fact that persons catch colds when their vitality is lowered and their resistance in abeyance, when they are in poor health after illness, or have a bad circulation at the end of a laborious day; frequently on coming out of a theatre or picture house. Hence great care should be taken to keep the whole body in balance; the better the general health the greater the resistance.

Methods of Protection

There should always be a *gradual* change from heat to cold, or cold to heat; a *gradual* adaptation to changes of temperature on leaving or entering hot buildings. Deep breathing through the nose helps to ward off a common cold. In quiet breathing the exhaled breath is sterile. The hairs of the nose and the mucous membrane of the nose and pharynx are the chief protection against infection, a membrane lined with ciliated epithelium whose purpose is to waft along the thin layers of mucus which covers it, on which bacteria and contagious material is trapped. This mechanism of mucus and cilia is always at work unless influenced by anaesthetics, etc. (Dr. Briscoe, "The Lancet," March 24, 1934.)

The common cold, being acquired very frequently by infection through the lips and mouth by drinking vessels, or by kissing, we should describe as the *infective cold*, and offer such preventives as menthol-cinnamon oily sprays, formaldehyde, iodine, antiseptic lozenges, mouth washes, antiseptic tooth-paste, nasal washes and gargles. Build up the resistance against infection by sound health principles—liberal diet, etc., assisted by liberal doses of the accessory food factors, the vitamins A, B, C and D—anti-infection vitamin A and vitamin B especially. Keep the natural defences uninjured, and keep a safe distance from the afflicted.

Treatment

Relief is obtained immediately after the onset by taking the following mixture, which acts by giving the heart and respiratory system a useful stimulant, and improves the circulation:—

Camphor.	...	...	...	gr. vj.
Spt. ammon. arom.	...	...	...	3ijj.
Spt. atheris	...	...	...	3ijj.
Aq. chlorof.	...	...	ad	3vj.

M. ft. Mist. Cap. 3j om. 3 tis hor.

If there is headache, the following mixture is valuable:—

Acid. acetylsalicyl.	...	...	...	gr. x.
Phenacetin.	...	...	...	gr. v.
Caffein. cit.	...	...	...	gr. j.
P. tragac. co.	...	...	...	gr. x.
Aq. chlorof.	...	...	ad	3j.

M. ft. Mist. Mitte 3vj.

Cap. 3j q.q.h.

This should be taken for about two days if there is a temperature. A patient in this condition should go to bed and stay there for from 36 to 48 hours after the temperature is normal. A mild nasal wash may be prescribed after the acute stage has subsided, but must not be used during the acute stage. When the temperature has fallen and the mucous stage is reached the following nasal lotion, used gently, will dissolve the thick discharge:—

Sodii bicarb.	...	...	...	gr. xxiv.
Boracis purif.	...	...	...	gr. xxiv.
Phenolis	...	...	...	gr. viij.
Syrupi	...	...	...	3jss.
Sodii chlorid.	...	...	...	gr. xxxij.
Aq.	...	...	ad	3vij.

M. ft. Collunarium.

Do not blow the nose immediately—allow the liquid to remain in contact with the air passages; it is best sniffed up the nostrils from the palm of the hand. It may be used as a gargle for the throat. Another mixture may be used at the onset of an infectious cold:—

Tinct. aconiti	...	...	...	℥iv.
Tinct. hyoscyami	...	...	...	3j.
Syrup zingib.	...	...	...	3iv.
Liq. quinin. ammon.	...	...	...	3iv.
Aq. et muc. trag. q.s.	...	...	ad	3iv.

M. ft. Mist. Cap. 3j om. 3tis hor.

If the patient has neglected to go to bed and comes along with a cough the following mixture should be given:—

Tinct. ipecac.	...	...	...	3j.
Tinct. opii camph.	...	...	...	3j.
Spt. atheris nitrosi	...	...	...	3ijj.
Liq. amm. acet.	...	...	...	3vj.
Syr. tolu.	...	...	...	3ijj.
Aq.	...	...	ad	3vj.

M. ft. Mist. Cap. 3j q.q. hor.

The painful nose that becomes closed at night-time is relieved by one of the oily sprays used in an atomiser, or by a preparation as follows:—

Mentholis	...	...	gr. iv.	Mentholis	...	...	gr. v.
Eucalyptolis	...	...	℥v.	Eucalyptolis	...	...	℥iv.
Camphoræ	...	...	gr. v.	Liquor. adrenalinae	...	...	℥xv.
Ol. cinnam.	...	...	℥iv.	Ephedrinae hydroch.	...	...	gr. iv.
Paraff. liq.	...	ad	3j.	Paraff. moll. alb.	ad	3j.	

M. ft. Gtt.

M. ft. Ung.

The atomiser or spray may be prescribed as drops for the nose, and a few drops put into the nose with a pen filler, tilting the head back at the same time. Vapor. menthol. co. ("Pharmaceutical Formulas," Vol. I, p. 698), menthol benzoin co. ("Pharmaceutical Formulas," Vol. I, p. 696) are useful for neglected catarrhal conditions. For some reason many people are peculiarly susceptible to infection and are benefited by a course of vaccine treatment. A mixed anti-catarrh vaccine prepared from cultures of the organisms that may cause nasal or bronchial catarrh is obtainable. Immunity is often obtained lasting a few months only, when the treatment should be again tried.

"Great difficulty is frequently experienced in differentiating the allergic from the infectious cold. In the allergic type the attacks are frequently recurrent, possibly with mild symptoms between the attacks; they are not contagious or related to exposure to another case. In the infectious cold the attack is usually single and will clear up under treatment." ("Recent Advances in Allergy"; G. W. Bray.) Speaking on another subject, Sir Michael Sadler said: "What was needed was a way of integrating scientifically, artistically and spiritually the training of the body to grace, health and self-control, with the training of the mind to precision, courage and honesty." Surely a good preventive in many cases, and an idea that may be prescribed with the bottle of medicine.

Vocational Guidance

Abstract of a lecture by Mr. C. A. Oakley, B.Sc., with discussion, at an evening meeting of the Pharmaceutical Society in London held on January 8

THE January evening meeting in London of the Pharmaceutical Society took the form of a lecture on "Vocational Guidance" in the lecture theatre at 17 Bloomsbury Square, W.C.1, on January 8, by Mr. C. A. Oakley, Director of the Scottish Division of the National Institute of Industrial Psychology. The president (Mr. John Keall) occupied the chair, supported by the vice-president (Mr. E. Saville Peck) and the secretary (Mr. H. N. Linstead).

Introducing the speaker, THE PRESIDENT remarked that in the absence of reliable means of determining natural aptitudes for various occupations, it had been the fate of many people to find themselves "square pegs in round holes." He asked Mr. Oakley to address them on

Vocational Guidance

[ABSTRACT]

No attempt can be made to estimate the financial extent of the losses which misfits cause each year in industry and in commerce by their wastefulness, their mistakes, their vacillations. The sum must be enormous. Yet the employer is often reluctant to dismiss them. Most misfits are, of course, repeatedly discharged from employment. The existence of more than one possible cause of maladjustment must be recognised, just as we now realise the superficiality attributing a person's failure to the fact that he did not "work hard enough." The worker may have been deficient in the particular talents and temperamental qualities required for the work which he is doing. These are the cases which benefit most when the vocational guidance which forms the subject of my address is given them in the mid-adolescent stage of development. Young workers may, however, begin their apprenticeships quite well equipped for their jobs, but faulty training can misdirect their abilities, or unfortunate early experiences in works and offices can distort their attitudes towards their jobs. In recent years the necessity for improving methods of training has frequently been emphasised by educational psychologists and industrial psychologists. There are some maladjusted workers who suffer from forms of psycho-neurosis and are practically unadjustable.

I shall deal with vocational guidance as a psychological problem. It is advisable, therefore, that I should refer to it in its other aspects as an economic problem. Young persons splendidly suited for particular vocations are unable to enter them—perhaps because of expensive fees and lengthy apprenticeships, perhaps because there are no openings. It must be recognised, also, that persons who are doing well in their work might find their jobs disappear with the collapse of their firm, or their reasonable prospects of advancement checked by company reorganisation. There is a distinct element of chance in the gaining of most, if not all, vocational successes—chance in being at the right place at the right time, or chance in having the right qualifications at the right time.

USE OF PSYCHOLOGICAL METHODS

There is no novelty in the idea that young persons should be directed into vocations for which their talents and temperaments make them most suitable. But since the war considerable progress has been made, and we are now in a much surer position to deal with questions of the whys and the hows of human behaviour than we were fifteen years ago. The last of the great sciences to be developed was psychology—the science of man's own mind. It is quite impossible to say what influence the growth of the science will have upon the future of the human race, but posterity might speak of the twentieth century as the "Century of the Psychological Revolution." The application of psychological methods to vocational guidance is still, of course, in its infancy, but it has reached a stage at which its predictions are more likely to be right than wrong. It is no longer purely experimental.

We are of the opinion that there should be in each school a person responsible for assisting pupils in planning their careers. The advice given by these careers masters and mistresses would be based upon cumulative records of observations, covering a period of years. Most of us use the term "intelligence," but

we should find an astonishing variety in the definitions of the terms given by the different persons in this hall. The psychologist now uses the term to refer to the general factor which enters into all cognitive processes. We do not understand the nature of the factor, but we are generally agreed that its existence has been statistically demonstrated.

SPECIAL ABILITIES

The special abilities which should be considered, in my opinion, when vocational guidance is being given, include:—Scholastic ability, mathematical ability, arithmetical ability, verbal reasoning ability, linguistic ability (written), linguistic ability (spoken), linguistic ability (foreign languages), scientific ability, mechanical ability, constructive ability, manual dexterity, and æsthetic ability. Physical qualities, such as muscular strength, stamina, good health and absence of liability to specific diseases, have also to be considered. Allowance must also be made for pleasantness of appearance and address. We feel fairly confident that the methods by which we measure the special abilities are on sound lines. We have not yet any reliable tests of the temperamental traits such as sociability (which is required in work involving much mixing with people), sympathy (which is desirable in occupations such as medicine, nursing and teaching), confidence and forcefulness (which is important when weighty decisions have to be made or the activities of large numbers of persons have to be controlled), accuracy (which is essential in work which has to be precise and "business-like"), and stability (which is very desirable in occupations such as the law).

During the last eighteen months I have visited officers of approximately seventy of the bodies which organise and govern the professions. As a result of our discussions we have arrived at a general classification using a simple code—3, when a quality is needed to a very high degree; 2, when it is needed to a high degree; 1, when it is needed to an average degree; and 0, when it is needed to less than an average degree. The qualities which seem to be needed for pharmacy to a very high degree, include: scientific ability, accuracy and stability. Other qualities needed to a degree higher than average include: scholastic ability, linguistic ability (spoken), manual dexterity, physical stamina, and social ability. Reference is made also to the necessity for a professional outlook and a willingness to be satisfied with work which is not measured by the financial return. It is probably unnecessary for me to say that this is a very general classification. I know, for instance, that there are considerable differences in the work of pharmacists practising in retail business, supervising and controlling large-scale manufacture of medicinal preparations, and compounding and dispensing medicines in hospitals. Subdivisions under these and other headings will be made in future surveys. But we can claim that, at least, we have made a beginning.

Discussion

MRS. FREKE asked in what manner the careers masters and mistresses would be trained in the first place.

MR. OAKLEY answered that at the moment there was no full course in existence. It was obvious that anyone who took up such an occupation would have to have some knowledge of school work in order to co-operate with other teachers, and also have a knowledge of the organisation of commerce and industry.

Another member asked at what age it was proposed to examine a child. As far as he could see the real difficulty was that of getting standardisation of opinion among the judges themselves. Supposing three people examined one child. Would they agree with one another in their conclusions, or would it depend on their personal outlook towards the child?

MR. OAKLEY declared that prepared tests would give similar results no matter who carried them out. In reply to the question about the most suitable age, the speaker said it naturally depended on the school the child attended. The ideal age for a test was round about seventeen years, but in the case of children at elementary schools it would have to be done

earlier. The difficulty with an early test was that the temperamental upheavals of adolescence had to be taken into consideration. At fourteen years it was very difficult to tell what a child would be like in a few years' time.

Congratulating Mr. Oakley, Mr. FRANK BROWNE commented on the fact that a few weeks ago a will had been published in which a sum of money had been given by a man to his old school in order that a psychologist might be appointed to advise pupils about careers. He also remarked that pharmacy was a subject which must be learned, and in that fact there was a tendency for students to pursue narrow lines of thought and develop what was called an inferiority complex. It was necessary for them to develop social qualities as well.

MR. OAKLEY replied that the psychologists were of opinion that everyone had an inferiority complex. (Laughter.) But the point Mr. Browne had raised was an interesting one. Was it necessary for a pharmacist to have social ability? What were the fundamental needs of a pharmacist? Perhaps in a few years' time the psychologists would know the direct answer to these questions.

MR. Linstead pointed out that he himself had to interview people who were considering adopting pharmacy as a profession. Most of the applicants were considering pharmacy because they had relations in the profession who were willing to help them. Others thought they would do well because a schoolmaster had said they had done well at chemistry. (Laughter.) A third section of people were those whose parents were anxious for them to adopt a profession with some standing, yet could not afford medicine or a similar occupation. He had even interviewed one or two people who seemed to have no reason at all to support their application. As the majority wanted to enter retail pharmacy, the first thing he looked for was social ability. Secondly he questioned an applicant about his education, for it was really "cruelty to animals" to encourage anyone into taking up pharmacy who could not stand up to the educational requirements. Then he tested them on their ability on knowing a bargain and being

able to understand finance. (Laughter.) Personally, he would welcome co-operation with the Institute of Psychology so that applicants could be more thoroughly examined and helped.

MR. OAKLEY said he would advise beginning with an intelligence test. He referred to what was known as the "flurry test." The subject was given a piece of paper on which was written the answers to questions he was later asked. The answers were not in order, the subject having to find them quickly and underline them in proper order.

PROFESSOR BURN, proposing a vote of thanks to Mr. Oakley, said he had been interested to some extent in the National Institute for some years. His chief difficulty was that he saw in the tests proposed the drawback which was inseparable from examinations. It was a well-known fact that some people did very well in examinations, while others, not necessarily of lesser ability, failed. In such tests the examiners would have to find out a great deal in a very short time. Actually, they could do with a three months' test, although that was impossible. Suppose the child was unwell when examined. Surely that might alter his actions a great deal?

MR. OAKLEY said that it was the child's first reaction to a test that was important to the psychologist. There could be no second chances at the tests.

The vote of thanks was seconded by THE VICE-PRESIDENT, who described Mr. Oakley's address as an intellectual treat. Mr. Peck declared that he also had been called upon to give advice. A mother had brought her son to him and asked him to take the boy as an apprentice. Against his better judgment he consented. At the end of the sixth month he had occasion to speak to the boy and ask him if he was happy in his work. The boy replied: "I have always understood that you do not get your living by the work you like best." Now that same boy was in journalism and doing very well at it. Mr. Peck expressed the hope that the proposed intelligence tests would not be carried too far, for he did not know what would happen if some of the councillors had to go through them. (Laughter.)

Shellac in the B.P.C.: A Criticism

By Ernest J. Parry, B.Sc., F.I.C.

A CURSORY glance through the sixteen-hundred odd pages of this generally excellent work, suggests that the monograph headed "Lacca—(Lac.) Shellac" is the one which suffers more than any other from sins of both omission and commission. These errors are so serious that I must be forgiven if my criticism is somewhat severe. In the first place the old name for the insect, *Tachardia lacca*, has for some years been dropped, and it is known to entomologists, universally, as *Laccifer lacca* (Kerr). The best-known hosts for the shellac insect are stated to be *Butea frondosa*, *Ficus religiosa*, *Schleichhera trijuga*, *Shorea robusta*, and *Zizyphus jujuba*, "but there are also plants specially grown for the purpose, including *Acacia arabica* and *Cajanus indicus*."

Important Omissions

Two of the important host trees are here omitted, namely Khair (*Acacia Catechu*) and Ghont (*Zizyphus Xylopyra*), whilst *Ficus religiosa* and *Shorea robusta* are only of minor importance. Nor is it understandable why *Acacia arabica* and *Cajanus indicus* are picked out as plants especially grown for the purpose, when nearly all the better hosts are definitely cultivated—both by transplantation and from seed. How misleading it is to say that "most of the shellac of commerce comes from Mirzapore and Calcutta." It is true that as distributing centres Mirzapur had, and Calcutta has, the shellac trade in its own hands in the East, but lac is not produced in either place or if so only to an infinitesimal amount. It is, of course, true that the stick lac produced in the various provinces is to a considerable extent brought to these centres for conversion into the commercial products. The greater part of the world's supply is produced in Bihar and Orissa, and various other provinces provide considerable quantities.

Nor are the dates of the cutting of the crops overloaded with accuracy. The Aghani crop is cut in January-February ;

a little of the Baisakhi crop is cut in April-May, but the main portion is gathered in June-July with the Jethwi crop ; and the Katki crop is cut in October-November.

It would be more correct to say that the washed and dried seedlac is melted with a certain proportion of orpiment and resin (i.e., rosin) when these ingredients are added. But an enormous quantity of shellac contains neither orpiment nor rosin ; and the later statement of the Codex that "colophony is added to lower the melting point, an essential condition for many industries, and it is frequently present to the extent of from 2 to 5 per cent., few shellacs being entirely free from it," is inaccurate in substance. Colophony is, to-day, added solely as an adulterant, and there is no industry that needs or wants it ; a determined opposition to its use exists, which is meeting with considerable success. TN shellac may, according to London contracts, contain up to 3 per cent. of rosin. In spite of this over 1,000 tons of TN shellac have passed through my hands for analysis this year which were absolutely free from rosin. Further, fine orange shellac may be said to never contain rosin, and to-day, button lac is almost always free from it. The nomenclature of shellac (obviously referring to leaf lac) given by the Codex as orange, ruby and garnet are not known in the trade. The grades known are orange (and lemon), Standard I, and TN. Garnet is a name entirely reserved for the thicker slabs of lac, which are later mentioned in this monograph, and which may, according to contract, contain up to 10 per cent. of rosin. "The iodine value at 22° is between 10 and 20," is not very useful to anyone who might be called upon to examine a sample of shellac. In this country the iodine value of shellac is determined by the Hübl process, and the maximum figure is 10 (except in rare cases where arsenic is present). It is true that in the United States the accepted standard figure is 18, when the Wijs solution is used. But this higher figure is due to both addition as well as substitution, and the directions to determine the iodine value of shellac by

the Wijs solution according to the official United States process occupies as much space as two pages of the Codex, and the minutest deviation from the conditions laid down causes erratic results, and the B.P. method of determining the iodine value would scarcely help the novice at shellac analysis.

Authorities Available

The details of the constitution of shellac are quite antiquated. If the work of Harries and Nägel, and of Gardner and his colleagues, had been consulted, we should not have been told of "a resinotannol ester of aleuritic acid." And all this goes back some years, so that there really is no excuse for this neglect of recent authoritative work.

The work of Harries and Nägel has resulted in the critical examination of aleuritic acid, which has been shown to be a trihydroxy-palmitic acid, and the isolation of the important acid, shellolic acid. No alcoholic constituent has been detected, and esters, in the ordinary sense of the word are, almost certainly, absent. The characteristic bodies forming shellac appear, according to these chemists, to be lactides and not esters. Gardner and his colleagues agree with Harries and Nägel in the matter of esters, but differ in their view of the character of the anhydrides present. To some of these they give the somewhat inelegant term "intra-molecular" esters, as for example that formed from an hydroxy acid, in which two

molecules react, each condensing as to its hydroxy group, with the carboxyl group of the other. The result of hydrolysis is that one molecule of the condensation product is resolved into two molecules of the original acid, and no alcoholic body is present or formed. Although for a full appreciation of the question the original papers must be consulted, it is only right to say that all the important ones have been abstracted and are to be found in English chemical literature.

Much water has run under the bridges since I published the copper acetate-petroleum ether test for rosin in shellac, and it has been found far less sensitive than the Storch-Morawski or the Halphen reactions, both of which have been well known to shellac literature for some years. The Storch reaction, however, should not be applied in the manner given at page 351 of the Codex under Colophony. It is there stated that "1 drop of sulphuric acid" should be used: this should be, 1 drop of *sulphuric acid of specific gravity about 1.5*.

The Codex states that shellac is bleached by treating an alkaline solution with chlorine or sulphurous acid. It would be of interest to know who uses such processes to-day! Hypochlorite is what is actually used. One may add that the acid and so-called ester values of shellac are definitely established and might with advantage have been included here. I think one may say with confidence that this monograph would stand being completely re-written.

The Educational Policy of the Pharmaceutical Society

By an Educational Head

THE defences of a professional body of men are threefold—economic, legal and educational. As regards pharmacy, the economic safeguard is applied when only a sufficient number of suitably qualified persons is accepted for admission to its ranks to meet the needs of the profession, and when once admitted they are assured adequate remuneration and comfortable and secure conditions of service. Such a state of affairs can only be attained by close co-operation between members of the profession and by vigorous and wise action on the part of its executive council. As a result of the Jenkin test case of 1920, the powers of the Council with respect to the regulation of trading conditions have been relegated to the National Pharmaceutical Union, and from that time the Council was absolved of all responsibility for direct action toward this end. As to the legal weapon, the Pharmacy and Poisons Act of 1933 is not yet fully operative, and it is only fair that we should allow sufficient time to elapse to allow us to form a just estimate of its effect upon the status, practice and emoluments of pharmacists. The educational weapon is our concern at the moment. It can be used to influence the economic defence by precluding unsuitable persons from entering the craft and by soundly training those who have surmounted the entrance test. Let us see how the Council has made use of this weapon.

The Society's Educational Policy in the Past

It may be recalled that the Charter powers of the Society include the promotion of "a uniform system of education" for those who shall practise "chemistry and pharmacy." Almost at the outset the Council founded its own School of Pharmacy in Bloomsbury Square; but apart from that nothing was done to promote a uniform system of education throughout the country. New universities were established in several centres, but the Council did nothing to link up the training of the pharmacist with the facilities offered therein. In 1877 the Institute of Chemistry was founded and promoted a diploma in the chemistry of food and drugs, a field which was the natural province of the pharmaceutical chemist. If the Council of the time took any action in this matter it was ineffectual in securing for the pharmacist any great share in this work. Those pharmaceutical chemists who did, in fact, obtain a place in the work of the Institute won it by their own individual action, not as the result of any corporate action on the part of the Society. A few years later, as the result of the passing of the Technical Instruction Act, technical

colleges were founded in many centres; but again no effort to avail itself of their organisation was made by the Council, or, if made, it was fruitless.

Such is the record of the Council for the first eighty years of its existence. In 1919, owing to the pressure exercised by the Ministry of Labour, the Council was compelled to make provision for the large number of ex-Service men who were returning to civil life. This circumstance aroused the Council to a sense of its responsibility for the training of its students, as it stirred the governing bodies of these institutions to the value of the opportunity for extending their work furnished by the large number of students available from pharmacy. In 1925, in spite of vigorous protests, the Council took the step of associating the qualification of pharmaceutical chemist with the newly-established degree of B.Pharm. of the University of London, and the School of Pharmacy with the Faculty of Medicine of that University. When the late Professor Greenish relinquished his office, the effects of this policy were vividly brought home to us. Either the policy had failed to produce a pharmaceutically qualified man to fill the vacant post, or else the Council was so far under the domination of the Faculty that the latter was able to impose upon the Council the appointment of a medical man as Dean of the Society's School of Pharmacy.

New Draft Regulations

Following the appointment of the Dean, and clearly arising from it, come the new Regulations for the Society's examinations. No opportunity is being afforded to the rank and file of pharmacists to pass an opinion upon the proposals before they are published, and the only discussion which has been permitted took place at a short meeting of examiners and teachers in London last April. At that meeting a draft of the Regulations was presented in the form of a report of the Syllabus Committee. No other public discussion on them has taken place. The issues they raise are so grave, and their effects so far-reaching, that one feels that the profession should have been allowed to form a general idea of the nature of the proposals made. If this is a sample of the procedure which we may expect from the Council now that it is freed from the duty of holding an annual meeting of members, then the sooner the Council learns that these things will not be tolerated the better.

PRELIMINARY SCIENTIFIC EXAMINATION.—The chief changes which are to be introduced into this examination is the replace-

ment of botany by the twin subject of biology. Whilst zoology is nominally associated with botany under the term biology, the scope of the two subjects is such that, in effect, the Preliminary Scientific examination becomes a four-subject in place of a three-subject examination. The standard of the examination is to be raised to that of an Intermediate Science examination of a university. Such steps are all to the good. Part-time classes are no longer to be recognised.

CHEMIST AND DRUGGIST EXAMINATION.—No changes of vital importance are to be made in the syllabus of this examination. Physiology now ranks as a separate subject, although, for several years, most teachers of pharmacy must have included this subject, on the standard indicated, in their teaching either of pharmacognosy or of pharmacy. The new regulations, therefore, make little difference in the teaching for this examination. It has been felt by most teachers of pharmacy, particularly since the publication of the British Pharmacopoeia of 1932, that a one-year course for this examination is insufficient; but the Council has, apparently, hesitated to recommend that the course be lengthened.

PHARMACEUTICAL CHEMIST EXAMINATION.—It is in the advanced course that the gravest defects are to be seen, and a policy has been embodied in the Regulations relating thereto which will have immense and far-reaching effects upon the future of pharmacy.

Pharmaceutical Chemistry.—The syllabus includes physical chemistry as applied to pharmaceutical operations, organic, inorganic and historical chemistry. The volume of work to be covered approximates to that of an honours degree in chemistry—that is, if it were based on a solid foundation. The proposals are open to two serious criticisms. The first is that the course of applied chemistry is built up upon a foundation of pure chemistry no wider than that afforded by the Preliminary Scientific course. With no previous training in pure organic chemistry, the student is to be plunged into a mass of detailed applications of the subject to pharmaceutical analysis. In the time allowed, such a syllabus can be covered only in the most superficial fashion. The second objection to the syllabus lies in the treatment of the course in physical chemistry in an "elementary" manner. Exactly what that means it is impossible to say, but presumably it is intended that the matter shall be treated in a non-mathematical fashion. If this interpretation is correct, then the whole scheme becomes worthless. How is this academically trained pharmacist to meet the problems of his after-career if his training in chemistry is gained on such a slender foundation? One wonders what will happen to a pharmaceutical chemist or B.Pharm. who presents the syllabus to a skilled chemist. He will be laughed at, and it is high time that the Council did something to protect its diploma holders from the charge of superficial training so often levelled against the pharmacist who wishes to proceed to higher scientific qualifications.

Pharmaceutics.—The course in pharmaceutics includes "the preparation of bacterial vaccines and the enumeration of organisms in a suspension." Has the Council realised that, in order to deal with a question of this kind, a background of bacteriological and clinical experience is necessary? Has it put this question alongside the Therapeutic Substances Act? Has it considered what outlet there is for a pharmaceutical chemist with this kind of training? The number of institutions in the country engaged in the production of vaccines and serums is very small, and in no case is a pharmacist engaged in their production and testing. Such work demands a much more intensive training than the pharmacist, with all the other matters which he must have on hand, can possibly attain to. "A little learning is a dangerous thing," and one views with dismay the flooding of the market with persons who have dabbled in this branch of science and the inevitable disillusionment which must await them. Pharmacists can only be *distributors* of vaccines and serums, and all that should be required of them is that they should have an intelligent knowledge of their nature, production and storage. The time which must be devoted to this study can much more profitably be spent in the work which is the pharmacist's legitimate sphere, and that, in all conscience, is heavy enough.

Physiology.—The syllabus in this subject covers a wide field. The pharmaceutical student is required to give evidence of training in such branches as the physiology of the nervous system and of reproduction. This study is to be undertaken with only such a knowledge of anatomy as is gained in the superficial examination of the rabbit in the Preliminary Scientific

course. In passing, it may be observed that the student who commences his study for the Qualifying examinations in 1935 may not have even that basis. The last paragraph of the syllabus refers to the action of a number of potent drugs and to the general mode of action of certain classes of drugs, such as expectorants. Pharmacology is a study which occupies the medical student a year after he has completed his course in physiology, whilst the pharmaceutical student can devote only a few weeks to the subject. Of what value will such a course be to him? And has the Council given consideration to the effect of this proposal? They profess themselves to be anxious to obtain the right of dispensing only to pharmacists. If they aim at that, they must be prepared to prevent pharmacists from prescribing. A pharmaceutical chemist who has been through a course of the kind indicated is justified in claiming that he has some knowledge of the action of drugs, and has the right to use it. Merely giving the countenance of a subcommittee to such a proposal as is involved in the syllabus has weakened the hands of the Council in its effort to restrict dispensing to pharmacists. Another point arises here. The Pharmacy Act of 1852, Section 8, debars the Council from conducting examinations in the theory and practice of medicine, midwifery and surgery. Pharmacology is a part of the theory of medicine, and it is submitted that the Council, in adopting the proposal, is acting outside its powers. The association of medical men with schools of pharmacy has been a great advantage to the student; but it is to be feared that, in this instance, they have been allowed to usurp a major, instead of an auxiliary, place.

Draft Regulations Condemned

From the points of view of policy, legality, educational efficiency and the relation of the nature of the course to the pharmacists' future work, the draft Regulations stand condemned. Physical chemistry without a sound basis of mathematics, applied organic chemistry without a knowledge of the fundamental principles of the pure subject, clinical bacteriology without a knowledge of the technique of the subject, physiology without anatomy! That is not the kind of course which will command the respect and confidence of any well-wisher of pharmacy.

Let there be no mistake about this matter. If the syllabus is put into operation as it stands, pharmacy ceases to be an independent profession and becomes an appendage to the medical profession. Are we prepared to take such a place? If so, little remains to be said, except that the B.Pharm. or Ph.C. of the future will be qualified for nothing better than to serve as a laboratory attendant in a medical institution. If we are not prepared to surrender our independence, then I submit that we must be prepared to strive for the following four points:—

(1) The complete separation of the B.Pharm. degree of the University of London from the statutory qualification of pharmaceutical chemist. Let the Council adhere to its task of certifying the competence of such candidates as present themselves for examination to carry on the business of chemist and druggist, that is, to sell and dispense poisons. Academic qualifications should be left to the Universities.

(2) Let the Council cease to conduct the Preliminary Scientific examination, and, instead, accept the Intermediate examinations of the Universities. In this way we should free ourselves of the preponderating influence of non-pharmaceutical examiners, many of whom have no experience of the training of pharmaceutical students, in the counsels of the Society.

(3) Let there be appointed a Board of Studies, composed of the heads of pharmacy departments of recognised schools and of competent pharmacists who shall represent all branches of the profession. Such a Board should have the responsibility of keeping the syllabus abreast of the progress of pharmacy.

(4) Let the University of London take over the School of Pharmacy. If the University is of opinion that the new regulations will be the best for pharmaceutical students, by all means let it provide such a course; but it should not be done at the Society's expense, nor should it be imposed upon the qualification of pharmaceutical chemist.

SOAP.—The total production in Canada of all kinds of soap during 1933, according to a Dominion Bureau of Statistics report, was 159,127,624 pounds, worth \$12,268,376, at factory prices; imports amounted to about 4,100,000 pounds, at \$356,948, and exports were recorded at 8,631,702 pounds, valued at \$604,728. The apparent consumption in Canada was about 154,600,000 pounds, at \$12,020,596.

Pharmaceutical Society of Great Britain

Council Meeting

ONE of the liveliest discussions in the history of the Council of the Pharmaceutical Society of Great Britain took place at the meeting held on January 9. It arose on a comprehensive motion on the agenda in the name of Mr. F. Gladstone Hines, a past-president, urging that nothing further should be done in regard to the Council's building scheme until the suggestions he now made had been adopted. A report of the speeches in this important debate appears on pp. 36-38 of this issue. The president, at the outset of the meeting, extended seasonable greetings to all present, and mentioned that he had received a letter of apology for absence from Mr. Atkinson. The president expressed satisfaction at the honour recently conferred upon Sir Holburt Waring, president of the Royal College of Surgeons, and Sir Edwin Deller, principal of the University of London. Christmas greetings were read from the University of London and from pharmaceutical bodies in many parts of the world. Apart from the excitement caused by Mr. Hines's speech the business was on the dull side.

TUESDAY'S PROCEEDINGS

Among the items dealt with by the Council at the meeting on January 8 were the following:—

A letter was received from the Clerk to the Privy Council enclosing a request from the Belgian ambassador for information concerning the conditions under which Belgian nationals may be admitted to practise pharmacy in Great Britain and in the British Dominions and Colonies. The secretary was instructed to reply pointing out that there are no special conditions imposed upon persons not of British nationality desiring to obtain registration as pharmacists in this country.

ELECTIONS AND RESTORATIONS

Twenty-nine persons were elected student-associates. The Council decided that twenty-seven persons whose names had been removed from the Register, but who had subsequently paid the retention fee together with the prescribed penalty, be restored to the Register. The registrar reported that seventy-eight persons had been registered as apprentices or students.

ORGANISATION COMMITTEE

The report of the Organisation Committee showed that applications had been received from several branches for the additional grant of 6d. per member; it was decided to defer consideration until a year's experience of working on the reduced basis had been obtained.

The Committee discussed a memorandum prepared by the secretary on possible alterations in the form of delegates' meetings with a view to arousing more interest in them among the branches, and decided to make the following recommendation:—"That, as an experiment, the delegates' meetings to be held at the British Pharmaceutical Conference, 1935, be arranged as follows: One full meeting of delegates at which resolutions submitted by the branches would be discussed; one meeting of branch secretaries only, for a general discussion on branch affairs.

Amusement was caused by Mr. ROWSELL, who asked whether a circular had been sent to members on a matter which was now being submitted to the Council for approval.

Mr. NEATHERCOAT explained that the circular stated that the Committee was proposing certain action to the Council.

EDUCATION COMMITTEE

The Education Committee made the following recommendation:—"That the appended draft Examination Regulations be (a) adopted, (b) submitted to the Privy Council for approval and (c) published in 'The Pharmaceutical Journal' immediately upon receiving the approval of the Privy Council."

Mr. PECK, in presenting the report, reminded the Council that in 1929 a subcommittee of the Education Committee was appointed to report upon desirable changes in the Examination

Regulations in order that they might be consolidated. On the receipt of the report early in 1930, a further subcommittee of the Education Committee was appointed to make suggestions for revising the syllabuses for the Preliminary Scientific examination, the Chemist and Druggist Qualifying examination and the Pharmaceutical Chemist Qualifying examination. In March 1934 this committee, described as the syllabus committee, presented its report which was based on the report of a conference between the Society and the University of London. Observations upon the report of the syllabus committee were invited from various bodies. The Regulations as now presented to the Council followed very closely the report of the syllabus committee already published, after taking into consideration the observations offered by those bodies he had mentioned.

BENEVOLENT FUND COMMITTEE

The report of this Committee showed that seventeen applications had been considered, and grants made, ranging from £4 to £55. The Committee recommended that a Christmas gift of £5 be paid to each of the annuitants with the exception of those elected on December 5.

Mr. BEARDSLEY expressed the thanks of the Committee to Mrs. Freke for having again visited the Society's orphans and presented them with Christmas gifts.

WAR AUXILIARY BENEVOLENT FUND

The report of this Committee stated that six applications had been received, and grants made or now recommended ranged from £5 to £76.

FINANCE COMMITTEE

The financial statement showed that the receipts since the last meeting amounted to £11,112 16s. 4d., comprising the following items:—Retention fees, £83 9s. 6d.; subscriptions, £69 6s.; Pharmacological Laboratories, £297 17s. 8d.; registration fees, £168; restoration fees, £16 16s.; examination fees, £3,684 9s.; penalties and expenses, £72 10s.; interest, £2 4s.; rentals, £117 10s.; "Pharmaceutical Journal," £2,131 0s. 3d.; Quarterly Journal, £20 10s.; Pharmaceutical Press, £4,244 2s. 5d.; sale of old library books, etc., £3 3s.; F.S.S.U. contributions, £17 18s. 5d.; S.S.S.S.—refund of council contributions, £181 13s.; sundries, £2 7s. 1d. The adverse balance at the last meeting amounted to £220 6s. 1d., payments ordered at the last meeting to £10,017 11s. and £850 had been transferred to deposit account, leaving a balance of £24 19s. 3d. The balances on the other accounts were:—Benevolent Fund (current account), £34 15s. 6d.; Benevolent Fund (donation account), £15 4s. 5d.; War Auxiliary Benevolent Fund, £35 10s. 6d.; Hills Orphan Fund, £16 16s. 5d.; Orphan Fund, £16 16s. 9d. Accounts amounting to £7,345 19s. 8d. were passed for payment, and the action of the secretary in making payments amounting to £1,598 19s. 5½d. was approved.

LAW COMMITTEE

The report of the Law Committee, presented by Mr. HARDY, stated that in England and Wales, since the last report, 1,155 shops have been visited; of these 695 were pharmacists' shops. In all the pharmacists' shops certificates were exhibited. At twenty-seven of the remaining 460 shops visited certain infringements of the Pharmacy Acts were reported. In Scotland, since the last report, 100 pharmacists' shops have been visited, in ninety-nine of which certificates were exhibited.

This was all the public business.

PRICE-CUTTING CODE.—Alberta's "Bureau of Trade and Industry Act" has as a definite objective a code for wholesalers and retailers which will prevent ruinous price cutting and other merchandising evils. The Act also proposes to bar competition of firms outside the province as against the Alberta firms operating under the Act. Plans which enable different trade groups to formulate their own legislation are said to bear a strong resemblance to the N.R.A. provisions in the United States. The code embraces wholesale dealers, retailers, druggists and any other class as may be designated by order-in-council as a class."

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

Report on the December Analytical Exercise

QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, January 15, on which day the samples will be posted. Students' reports will be received up to Saturday, January 26. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the third exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.

The powder distributed to students on December 4 consisted of equal parts by weight of the hydroxycarbonates of lead, bismuth, and copper. The calculated composition of such a mixture is:—

Pb	26.7
Bi	26.8
Cu	19.2
CO ₃	18.1
O, OH, H ₂ O	9.2
	100.0

The powder also contained, as impurity, a distinct trace of chloride.

Samples of the powder were distributed to forty students. Twenty-two reports on analyses were sent in. Copper and the carbonic acid radical were reported in every instance, but seven students failed to detect the lead and two overlooked the bismuth. In eleven reports mention was not made of the evolution of water when the powder was gently heated in a dry tube.

In connection with the preliminary tests, reference may be made to certain points that tend to lead to incorrect conclusions, and against which students require to be constantly on guard:—

1. The flame coloration test applied to an original substance sometimes leads to the reporting of the presence of potassium where the colour observed is not due to this metal. In any case, where the test at this stage seems to suggest potassium, care should be taken to try the flame test again at the close of the systematic examination for metals, after those belonging to earlier analytical groups have been removed.

2. Heating a substance with concentrated sulphuric acid is occasionally reported as giving rise to the formation of fumes (that become denser on meeting with ammonia), in cases where these fumes simply result from the volatilisation, at a high temperature, of some of the sulphuric acid and are not due to the liberation of hydrochloric or other easily volatilised acid.

3. A tendency is noted on the part of various students to regard the absence of a nitrate as sufficiently proved if a brown vapour is not observed when a substance is heated with concentrated sulphuric acid. This negative result is wholly inadequate to establish such absence, and delicate tests should be applied for nitrates present in small proportion only.

The evolution of water when the powder was heated in a dry tube was not particularly abundant. It resulted to some extent from the driving out of hygroscopic moisture, but partially also from the decomposition of the several hydroxycarbonates. The condensation of water on the cooler portions of the tube was easily seen and should have attracted notice even on superficial observation. The evolution of carbon dioxide accompanied that of the water, but this gas, as a rule, was not tested for and its liberation was only reported in isolated cases.

Several students reported the presence of the sulphuric acid radical, but confirmation of this could not be obtained.

PRIZES

The First Prize for the best analysis has been awarded to:—

VICTOR JOHN GILLOTT, 27 Goldthorpe Road, Goldthorpe, Rotherham.

The Second Prize has been awarded to:—

JOHN KNOX, 8 Rutland Street, Belfast.

First Prize.—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

Second Prize.—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write, naming the book or books they select.

MARKS AWARDED FOR ANALYSES

1. Correspondents who have not passed in Chemistry:—

V. J. Gillott (1st Prize) ...	92	Nemesis	76
J. Knox (2nd Prize) ...	91	Smilax	75
Mitosis	90	Poppy	72
Venator	89	Tap Root	71
W. A. S.	89	Ne cédez jamais	67
Columbus	88	Neon	50
Handwerker	83		

2. Correspondents who have passed in Chemistry:—

Tartar	98	William III	90
V. J. Rose	96	Rhenium	86
Arzneibereiter	93	1912	70
Benzoin	92	Aspirant	63
Est satis meruisse ...	92		

TO CORRESPONDENTS

V. J. GILLOTT.—Note that lead is never completely separated in the form of chloride in Group I. A small proportion, varying with circumstances, remains in solution, and if not separated later as sulphate it is liable to cause confusion further on. The addition of alcohol favours the precipitation of lead sulphate.

VENATOR.—Boric acid radical was not present. Carefully examine the turmeric paper test in solutions known to contain and known to be free from this radical—comparing the results.

W. A. S.—White fumes are given off when sulphuric acid is sufficiently heated alone. We doubt the possibility of your observing the colour of chlorine liberated from the trace of a chloride present in the powder, and attribute what you saw to chloride present as impurity in the manganese dioxide employed.

COLUMBUS.—The black precipitate you observed when testing for the zinc group was doubtless due to bismuth that had escaped precipitation as sulphide in Group II, owing to too great a concentration of free acid.

NEMESIS.—You include "citrate or tartrate," but your report does not contain any reference to tests.

POPPE.—In reporting what purported to be a test for a carbonate, you mention adding magnesium sulphate to a solution of the powder. Any precipitate that magnesium sulphate could produce in it would have no possible relation to a carbonate and would consist simply of lead sulphate.

TAP ROOT.—It is not sufficient to state that tests were applied for acid radicals other than that of carbonic acid but that none were found. A concise account of the tests applied should be furnished.

NE CÉDEZ JAMAIS.—Bismuth likely yielded the reactions you attributed to iron. Read the reply immediately preceding.

BENZOIN.—Your report would have been enhanced by the inclusion of details regarding tests for metallic radicals besides those actually detected, and also for acidic radicals.

EST SATIS MERUISSE.—Note that cupric sulphide is not altogether unattacked by yellow ammonium sulphide. Your note concerning the date for the next competition is appreciated.

WILLIAM III.—The supposed nickel sulphide was almost certainly bismuth sulphide.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

28 Essex Street, W.C.2, January 10

THE markets have got back into their stride and the volume of business being transacted is fairly satisfactory. Quite a buoyant tone is reported in many commodities, with values moving up; this is particularly the case in products that have been depressed for some time. Conditions in the pharmaceutical chemical markets are satisfactory as regards the volume of business being done, but price-cutting is altogether too general. A number of revisions in values in Continental materials are recorded this week, but none in the cases of home makers' products, but it seems fairly certain that a few of some importance will take place at no distant date. A reduction in AMIDOPYRIN is reported, but the scale for this market has not yet been received; the reduced export scale, f.o.b. Continent, was received this morning. Continental CAFFEINE and THEOBROMINE salts (not the alkaloids) are reduced with the full home trade scales given. PHENAZONE is substantially cheaper as quoted for export; the home trade scale is not yet to hand, but should move accordingly. PHENACETIN is becoming steadier, it being generally known that an attempt to re-form the control is being made. BISMUTH SALTS, based on the metal, are not likely to move down, but there is some possibility of recovery from current low levels. Business in crude drugs has been quite good, with the Mincing Lane markets much steadier and brighter. The persistent refusal of the authorities to take action in respect of the forty odd exemption applications is, however, badly upsetting business, particularly in re-export trade. CURAÇAO ALOES continue firm and dear. CANADA BALSAM is again advanced. DAMIANA LEAVES are very sparingly offered for shipment. GENTIAN has been in good demand. HYDRASTIS is slightly dearer forward. MENTHOL remains dull. HENBANE seems to be short on spot and rather dearer. TRAGACANTH is fully steady. CARNAUBA WAX meets with a sustained demand and values continue to harden on a firm market. The general tone in the Spice markets is healthy, with prices on a rather higher level. The essential oils markets have done a nice business this week, and some important changes in values are recorded. ANISE (RED SHIP) is dearer forward. BERGAMOT remains at very attractive figures for shipment. Brazilian Bois de Rose is firm, with spot very short and limited offerings forward. CASSIA is dearer, with supplies here on the small side. Ceylon CITRONELLA is a shade better forward. Australian EUCALYPTUS is fully steady and supplies at the source are reported well below normal. More inquiry for Sicilian hand-pressed LEMON, which is quoted at cheap figures. LEMONGRASS is firm but dull. New crop French Guinea ORANGE is not yet freely quoted for shipment. PALMAROSA is dearer. The shipment market for Singapore PATCHOULI has soared right up. Japanese PEPPERMINT remains dull. PETITGRAIN is slightly dearer forward. There has been a minor boom in the fixed oils group and prices for every product are quoted dearer, with more business being done. In industrial chemicals the tone is steady, with prices mostly unchanged and business well up to average.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	January 10	Value of the £
Amsterdam ...	Fl. to £	12.107	7.25 $\frac{1}{2}$	11/11 $\frac{1}{2}$
Berlin ...	Mks. to £	20.43	12.23	11/11 $\frac{1}{2}$
Brussels ...	Belgas to £	35	20.97	11/11 $\frac{1}{2}$
Copenhagen ...	Kr. to £	18.259	22.40	24/8
Lisbon ...	Esc. to £	110	100 $\frac{1}{2}$	10/11 $\frac{1}{2}$
Madrid ...	Ptas. to £	25.22 $\frac{1}{2}$	35 $\frac{1}{2}$	28/4 $\frac{1}{2}$
Milan ...	Lire to £	92.46	57 $\frac{1}{2}$	12/4 $\frac{1}{2}$
Montreal ...	Dol. to £	4.86 $\frac{1}{2}$	4.80 $\frac{1}{2}$	20/11 $\frac{1}{2}$
New York ...	Dol. to £	nominal	4.92 $\frac{1}{2}$	20/34
Oslo ...	Kr. to £	18.159	19.90	21/11
Paris ...	Fr. to £	124.21	74 $\frac{1}{2}$	11/11 $\frac{1}{2}$
Prague ...	Kr. to £	164.25	117 $\frac{1}{2}$	12/2
Stockholm ...	Kr. to £	18.159	19.39 $\frac{1}{2}$	21/4 $\frac{1}{2}$
Warsaw ...	Zloty to £	43.38	26	12/0 $\frac{1}{2}$
Zurich ...	Fr. to £	25.2215	15.14	12/0 $\frac{1}{2}$

Bank rate 2 per cent.

A drug auction will be held on Thursday next, January 17.

Pharmaceutical Chemicals, etc.

BUSINESS has resumed on a very fair scale this week. Prices quoted are mostly steady. Phenacetin is tending steadier. Amidopyrin and phenazone are moving to cheaper figures. British makers' prices for the leading products are quoted unchanged.

ACETANILID.—Quoted unchanged; some inquiry: B.P. crystals and powder, 1s. 5 $\frac{1}{2}$ d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—A moderate inquiry for limited quantities: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins. Wholesale distributors' prices for smaller quantities would be dearer.

AMIDOPYRIN.—Reports from the Continent indicate a reduction in prices, but the new home trade scale has not yet been received. Export scale is notified: five cwt., 15s. 6d.; two cwt., 15s. 10d.; less than two cwt., 16s. 3d. per lb., f.o.b. Continent.

AMMONIUM BENZOATE.—Occasional inquiry; quoted at former rates of about 3s. 4d. to 3s. 6d. per lb., as to quantity.

AMMONIUM ICHTHOSULPHONATE.—Business fair, with quoted prices competitive: one cwt., 1s. 6 $\frac{1}{2}$ d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10 $\frac{1}{2}$ d., in 8-oz. tins; and 2s. 0 $\frac{1}{2}$ d. per lb., in 4-oz. tins.

ASPIRIN.—Market is steady; business well up to average: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8 $\frac{1}{2}$ d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

ASPIRIN (TABLETS).—The wholesale scale of prices is as follows: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. For over one million a rebate of 1d. per 1,000 on 10 million tablets over 12 months. Wholesale distributors' prices for smaller quantities would be dearer.

BARBITONE.—Fair spot inquiry; quoted at keen prices in some instances. To arrive, two cwt., 13s. 5d.; 56 lb., 13s. 9d.; less, 14s. 1d. per lb., f.o.b. Continent; spot, one cwt., 15s. 1 $\frac{1}{2}$ d.; 56 lb., 15s. 6d.; small parcels, up to 15s. 10d. per lb.

BENZOIC ACID (B.P.).—Market steady; average business: quantities, ex works, 1s. 9 $\frac{1}{2}$ d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices for these salts are unchanged. Carbonate, not less than one cwt., 6s. 6d.; less than 8 lb., 8s. 6d. per lb., carriage paid.

BROMIDES.—Market is quoted unchanged, but conditions are not entirely satisfactory: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Market remains rather dull: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—As intimated last week, prices for the Continental salts (not the alkaloid) have been reduced. The new prices are as follows: Pure, two cwt., 6s. 9d.; one cwt., 6s. 11d.; 56 lb., 7s. 1d.; less than 56 lb., 7s. 3d. per lb. Citrate, two cwt., 4s. 10 $\frac{1}{2}$ d.; one cwt., 4s. 11 $\frac{1}{2}$ d.; 56 lb., 5s. 0 $\frac{1}{2}$ d.; less than 56 lb., 5s. 1 $\frac{1}{2}$ d. per lb., 5-lb. tins free, carriage paid. Other salts reduced proportionately. British pure, 56 lb., 7s. 9d.; less, 8s. per lb. Citrate, 56 lb., 5s. 3d.; less, 5s. 6d. per lb.

CITRIC ACID (B.P. CRYSTALS).—Market is fully steady. British material quoted from 11 $\frac{1}{2}$ d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for foreign material are competitive.

COCAINE.—Makers' prices for wholesale bulk quantities unchanged: hydrochloride, 25 oz., 25s.; 16 oz., 25s. 10d.; and less, 26s. 8d. per oz.; pure, 25 oz., 27s. 4d.; 16 oz., 28s. 2d.; less than 16 oz., 29s. per oz.; 1-oz. tins, 2 $\frac{1}{2}$ d. per oz. extra. Export prices vary as to destination.

CREAM OF TARTAR.—Market is steady. British makers quoting 99 to 100 per cent. at 82s. per cwt., less 2 $\frac{1}{2}$ per cent. discount, nominal and without engagement. Dealers offering foreign material at competitive figures.

CREOSOTE (B.P.).—Business on a limited scale; market steady. Quantities, in 25-kilo. demijohns, 1s. 9 $\frac{1}{2}$ d. to 1s. 9 $\frac{1}{2}$ d. per lb.; smaller packing, 1s. 10 $\frac{1}{2}$ d. to 2s. 3d. per lb.

CREOSOTE CARBONATE.—Occasional small order; quoted unchanged at about 8s. 4d. to 8s. 6d. per lb., as to quantity.

EMETINE.—Makers' prices are as follows: hydrochloride, 8 oz. or $\frac{1}{2}$ kilo., 37s. 6d. per oz.; one oz. or 25 grams, 39s. 6d.; smaller quantities, 42s. per oz.; other salts are quoted in proportion.

FERRI QUININE CITRATE.—Makers' prices are as follows:—

Packing	100 oz. Per oz.	Less than 100 oz. Per oz.	Packing	100 oz. Per oz.	Less than 100 oz. Per oz.
100-oz. tins ...	10½d.	—	8- & 4-oz. bottles	11½d.	11½d.
25-oz. tins ...	10½d.	11d.	1-oz. bottles ...	1/0½	1/1
16-oz. bottles ...	11d.	11½d.	$\frac{1}{2}$ -oz. bottles ...	1/3½	1/4

Special prices for larger quantities.

GUAIACOL CARBONATE.—Market has not attracted much business. Two cwt., 9s. 8d.; one cwt., 9s. 9d.; 28 lb., 10s.; smaller parcels, up to 10s. 4½d. per lb.

GUAIACOL.—Liquid: less than two cwt., in 28-lb. demijohns, 9s. 2½d.; in 7-lb. bottles, 9s. 5d. per lb. Crystals are quoted as follows: less than two cwt., in 28-lb. jars, 9s. 8d.; in 7-lb. bottles, 9s. 10½d.; in 1-lb. bottles, 10s. 3½d. per lb.

HEXAMINE.—A very fair business is reported, with keen prices quoted for bulk quantities. B.P. powder, from 1s. 3½d. to 1s. 4½d.; free-running crystals, from 1s. 7d. to 1s. 8d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, two cwt., 1s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 10½d.; smaller parcels, up to 2s. per lb., carriage paid.

HYDROQUINONE.—Rather more inquiry; keen figures for good bulk lots: one cwt., 4s. 6½d.; 56 lb., 4s. 8½d.; 28 lb., 4s. 10½d.; 14 lb., 5s. 1½d. per lb., carriage paid.

IODIDES.—Makers' quoted prices are being discounted in some quarters. Potassium Iodide B.P.—1 cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb. Sodium Iodide B.P.—28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 7d.; 4 lb., 7s. 4d.; smaller quantities, 7s. 10d. per lb. Iodine Resub. B.P.—1 cwt., 6s. 1d.; 28 lb., 6s. 3d.; 14 lb., 6s. 5d.; 7 lb., 6s. 10d.; 4 lb., 7s. 4d.; smaller quantities, 8s. 4d. per lb. Iodoform B.P.—28 lb., 8s. 8d.; 14 lb., 8s. 10d.; 7 lb., 9s. 5d.; 4 lb., 10s. 2d.; smaller quantities, 11s. 2d. per lb.; net, cash fourteen days. One cwt. may be assorted at respective minimum prices; 28 lb., may be assorted at respective 28-lb. prices. Jars extra, returnable; 28-lb. tins free, not returnable. Cases free for 1-cwt. lots. Carriage paid on any quantity. Contracts may be booked, with a reduction clause, for 1 cwt. and upwards for delivery over four months. Wholesale distributors' prices for smaller quantities would be dearer.

LACTIC ACID (B.P.).—Fair inquiry; market about steady: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 10d. per lb., as to quantity.

MERCURIALS.—Makers' scales of prices for these salts are maintained. Chloride, B.P., one cwt., 4s. 9d.; less than one cwt., 4s. 10d. per lb.

METHYL SALICYLATE (B.P.).—A steady market; fair business: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices for material to come forward are steady: spot, two cwt., 18s. 4½d.; one cwt., 18s. 9½d.; 56 lb., 19s. 3d.; small parcels, 19s. 8½d. per lb.

PHENACETIN.—Nothing new to report here; market continues tending slightly steadier. Quantities, crystals or powder, 2s. 7½d. to 2s. 9d.; smaller parcels, 2s. 10d. to 3s. per lb.

PHENAZONE.—Continental prices for export have been reduced as follows: crystals, five cwt., 8s. 4d.; two cwt., 8s. 6d.; less than one cwt., 8s. 8d. per lb., f.o.b. Continent. The home trade prices are not yet available, but on the new export scale they should show a substantial reduction.

PYROGALLIC ACID.—Makers' prices continue at the reduction notified last week. Crystals, one cwt., 6s. 3d.; 56 lb., 6s. 6d.; 28 lb., 6s. 9d. per lb., net; 14 lb., 7s. 6d.; 7 lb., 8s. 3d.; less than 7 lb., 8s. 9d. per lb., less 2½ per cent., 7-lb. tins free, carriage paid. Wholesale distributors' prices for smaller quantities would be dearer.

QUININE SALTS.—Prices are steady. Sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; phosphate, 3s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

RESORCIN.—Market is quiet. British crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb. No foreign material available on spot.

ROCHELLE SALTS.—Makers' scales of prices: Rochelle salts, less than one cwt., 77s. 6d.; less than five cwt., 75s.; not less than five cwt. in one delivery, 72s. 6d. per cwt.; with crystals, 2s. 6d. per cwt. extra. Seidlitz, B.P., less than one cwt., 62s. 6d.; less than five cwt., 60s. 6d.; not less than five cwt. in one delivery, 58s. 9d. per cwt. Double seidlitz, less than one cwt., 69s.; less than five cwt., 67s.; not less than five cwt. in one delivery, 64s. 9d. per cwt. Carriage paid on one cwt. and over.

SALICYLIC ACID (B.P.).—Market continues steady; business on a fair scale: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Market is dull and irregular: spot, crystals, two cwt., 3s. 10d.; one cwt., 3s. 11½d.; 56 lb., 4s.; smaller parcels, up to 4s. 6d. per lb.; powder 2d. per lb. extra.

SANTONIN.—Market appears to have been very quiet for some time. Spot, kilo. parcels, £13 7s. 6d.

SODIUM BENZOATE (B.P.).—A steady inquiry on a keen market. Bulk lots, about 1s. 6d.; cwt. lots, 1s. 7d.; smaller parcels, up to 1s. 11d. per lb.

SODIUM DIETHYLBARBITURATE.—Rather more inquiry for limited quantities: spot, one cwt., 15s. 9d.; 56 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—Quite a fair business; quoted unchanged: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—Dealers doing limited spot business: crystals or powder, two cwt., 14s. 8½d.; one cwt., 15s. 1½d.; 56 lb., 15s. 3½d.; smaller parcels, up to 15s. 10d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Market very steady. British makers quoting unchanged at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for foreign material are competitive.

THEOBROMINE.—As forecasted last week, prices for Continental salts (not the alkaloid) have been reduced, as follows: Pure, two cwt., 6s. 8½d.; one cwt., 6s. 10½d.; 56 lb., 7s. 0½d.; less than 56 lb., 7s. 2½d. per lb. Soda salicylate, two cwt., 5s. 9½d.; one cwt., 5s. 10½d.; 56 lb., 5s. 11½d.; less than 56 lb., 6s. 0½d. per lb., 5-lb. tins free, carriage paid. Other salts reduced proportionately.

Crude Drugs, etc.

A DRUG auction will be held in London on Thursday next, January 17.

ACONITE ROOT.—Dealers offering Napellus at 65s. and Japanese at about 47s. 6d. per cwt., spot, in small parcels.

AGAR.—Market has been slow; quoted unchanged. Kobe No. 1, 1s. 11½d. to 2s.; No. 2, 1s. 10½d.; Yokohama No. 1, 1s. 10½d. per lb. New crop, January-March shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

ALKANET ROOT.—Spot supplies of root are available at about 45s. per cwt.

ALOES.—The market continues firm and is fully supported by shipment offers. Curaçao, spot, 77s. 6d. to 80s. per cwt. for fair darkish liver, "in bond."

ANTIMONY.—Chinese crude for shipment is now quoted at £32 10s., c.i.f.

ARNICA FLOWERS.—Some small business, with the spot value about 9d. per lb.

BALSAMS.—A further sharp advance in Canada is recorded, with spot quoted up to 3s. 9d. *Tolu* is dull at about 1s. 8d. and *Peru* is unchanged at 5s. 4½d. per lb.

BELLADONNA.—Very little inquiry at the moment. Leaves, 75s.; root, 60s. per cwt., for small parcels.

BUCHU.—No news of shipment prices for new crop, but advices indicate that the crop will not be more than last year. The very limited remaining stocks on spot are firmly held at former values.

CAMPHOR.—Market is quiet and quoted unchanged: spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; $\frac{1}{2}$ oz. and $\frac{3}{4}$ oz. and $\frac{1}{8}$ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Spot supplies of Russian are available at about 6s. 9d. to 7s. per lb. Chinese flies quoted at about 3s. 4½d. to 3s. 6d. per lb., as to quantity.

CASCARA SAGRADA.—Market is dull. Spot, 1934 peel, 35s. 6d.; 1933 peel, 42s. 6d. per cwt., in small parcels.

CHAMOMILES.—Business at a standstill pending decision on import duty. Market fully steady, with prices ranging from 192s. 6d. to 240s. per cwt., as to quality and quantity.

CLOVES.—Market has remained quieter. Steadier tone at the decline. Zanzibar, spot, 5½d.; shipment, January-March, 5½d. per lb., c.i.f. Madagascar, spot, 5½d.; shipment, January-March, 4½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended January 5 were 70 and the deliveries 64, leaving a stock of 3,100. From January 1 to date the landings of Zanzibar have been 70 and the deliveries 64. Landings of Madagascar for the week ended January 5 were nil and the deliveries 2, leaving a stock of 245. From January 1 to date landings of Madagascar have been nil and the deliveries 2 packages.

COCOA BUTTER.—Prime English is quoted from 8½d. to 9d. per lb., as to quantity. Foreign, from 8d. per lb.

COCONUT (DESICCATED).—Business has been better and the market is firm as quoted. Spot, fine, 20s.; medium, 19s. 9d.; shipment, halves, January-February, 19s. 6d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports the shipment market for finest Lofoten steam-refined non-freezing medicinal oil is fully steady at 91s. per barrel, c.i.f. London. Spot, in small lots, 130s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil continues to be quoted from one source at 115s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

COLCHICUM.—Dealers are offering root at about 45s. per cwt. and seed at about 1s. 2d. per lb. Fair small business.

DAMIANA LEAVES.—Very limited shipment offers have been received this week, with the price fully 1s. 2d. per lb., c.i.f., for February shipment. Spot is practically bare, with the value firm at 2s. 2d. per lb. for small parcels.

DANDELION ROOT.—Some foreign root is available on spot at about 75s. per cwt.

DERRIS ROOT.—Spot supplies are very scarce on spot and quoted at 1s. per lb. for whole root. Shipment offers range from 8½d. to 1s. 2d. per lb., c.i.f., as to test.

DIGITALIS LEAVES.—Dealers are offering supplies "in bond" at 110s. per cwt.

ERGOT.—Spot supplies meet with modest demand, with prices ranging from 1s. 2d. to 1s. 5d. per lb., as to grade.

GENTIAN.—Very fair inquiry on the market. Dealers quoting spot in the region of 40s. per cwt.

GINGER.—Market is firm at the higher rates now quoted. West African, spot, 37s.; for arrival, 34s. per cwt., c.i.f. Jamaican is also very steady, ranging from 80s. for small grinding up to 110s. for bold, in barrels, spot.

GUM ACACIA.—Market has been rather dull, but is fairly steady: spot, Kordofan cleaned sorts, 36s. 3d.; bleached, 67s. 6d. to 70s.; shipment, Kordofan cleaned sorts, 34s. per cwt., c.i.f.

HENBANE.—Spot supplies are reported to be scarce and quoted dearer at about 80s. per cwt. for small parcels.

HONEY.—This important market has remained rather slow, with quoted prices for all kinds about unchanged. The general tone is not particularly healthy.

HYDRASTIS.—Shipment is rather dearer by cable to-day, working out at 4s. 9d., c.i.f. Spot is offering at 5s. 4½d. per lb.

IODINE.—The controlled price for crude remains at 10s. per kilo., delivered.

IPECACUANHA.—Market continues steady but rather slow. Matto Grosso, spot, 5s. per lb. Minas, about 4s. 3d. per lb.

LIQUORICE ROOT.—Dealers continue to quote natural root at about £13 per ton, spot. Demand slow.

MANNA.—Some selected flake in 1-lb. tins is offered on spot at 5s. per lb. for small lots.

MENTHOL.—Market has been slow, but the undertone is fairly steady. K/S brands, 12s. 1½d.; in bond, 11s. 3d.; afloat, 11s. 1d.; shipment, January-March, 11s. per lb., c.i.f. sellers. Japanese shippers quoting 11s. 3d. per lb., c.i.f.

MERCURY.—Market is very steady and a good average business is reported. Spanish-Italian, shipment, 57 dollars, f.o.b. Continent. Spot, in small lots, £11 12s. per bottle, ex store.

PEPPER.—Values have advanced with a very fair business this week, market closing steady. Lampong, spot, 7½d.; shipment, January-March, 6½d.; March-May, 6½d., c.i.f. Tellicherry, spot, 7½d.; shipment, January-March, 6½s., c.i.f. Aleppy, spot, 7d.; shipment, January-March, 6½s., c.i.f. White Muntok, spot, 1s. 4½d.; shipment, January-March, 1s. 3½d.; March-May, 1s. 3½d., c.i.f. January delivery, 1s. 4½d. per lb.

PIMENTO.—Values are fractionally lower, with the market dull. Spot, 2½d. per lb.; shipment, January-March, 2½s. per cwt., c.i.f.

QUILLAIA BARK.—Some fair supplies of whole bark are mentioned at about 27s. 6d. per cwt.

RUBBER.—Rather more business this week and values are better, market closing fully steady. Standard ribbed smoked sheet, spot, 6½d.; January, 6½d.; February, 6½d.; March, 6½d.; April-June, 6½d.; July-September, 7d.; October-December, 7½d. per lb.

SAFFRON.—Market remains very quiet, buyers waiting for exemption order lifting import duty. Spot, prime B.P., 50s. 6d.; extra B.P., 49s. 6d.; super B.P., 47s. 6d. per lb., and less for bulk quantities.

SARSAPARILLA.—Some occasional spot business. Jamaican grey, 1s. 5d. to 1s. 6d., as to quantity; native mixed, 1s. 1d. to 1s. 2d. per lb. Mexican, 7½d. to 8d. per lb. for fair quantities.

SEEDS.—**ANISE.**—Spot, duty paid, Spanish, 65s.; Bulgarian, 40s. **CARAWAY.**—Dutch now quoted at 34s., duty paid, and 29s., f.o.b. Holland. **CORIANDER.**—Morocco spot sold at 13s. 3d., duty paid. The shipment price is 10s. 6d., c.i.f. **CUMIN.**—Morocco on spot is 56s., duty paid, and 52s. in bond; business done. **DILL.**—Indian, 14s. 6d., spot. **FENUGREEK.**—Tunisian now 14s. 6d., on spot. Morocco sold at 13s. 6d., duty paid. **MUSTARD.**—English, 21s. 6d. to 32s. per cwt., according to quality.

SENEGA.—Some limited business, values unchanged. Spot, about 1s. 2d.; shipment, 1s. 1½d. per lb., c.i.f.

SENNA.—There has been some demand for Tinnevely leaves and pods, with spot quoted as follows: best green bold leaves, 9d.; No. 1, 6d.; No. 2, 4d.; No. 3, 3d. per lb., and ½d. per lb. less for lower grades. Hand-picked pods, fine green, new crop, 5½d. down to 4d. per lb. for darkish quality. A few cases of Alexandrian hand-picked pods arrived on this market and met with a demand. High prices seem likely to rule again this season for finest quality green bold pods.

SHELLAC.—Market is about steady but not very busy. Spot, standard TN orange, 81s. to 86s.; fine orange, 125s. to 155s.; pure button, 125s. per cwt. For delivery, TN, March, 82s.; May, 83s. For arrival, TN, January-February, 81s. per cwt., c.i.f.

SQUILL.—Spot supplies of white are available in the region of 27s. 6d. per cwt.

STRAMONIUM.—Dealers are offering spot parcels of leaves from 50s. to 52s. 6d. per cwt., as to quantity.

TRAGACANTH.—A steady demand for No. 2 druggists' quality white has continued, with sales from £19 to £21 per cwt. Other grades have been on the quiet side, with quoted prices steadily maintained.

VALERIAN ROOT.—The recent advance in spot values up to about 80s. per cwt. is fully maintained. Supplies reported limited.

WAX.—**BEES'.** Market is steady, with rather more inquiry. Abyssinian, spot, 102s. 6d.; shipment, 92s. per cwt., c.i.f. Benguella, spot, 105s.; in bond, 95s.; shipment, 92s., c.i.f. Conakry, spot, 102s. 6d.; shipment, 88s., c.i.f. Dar-es-Salaam, spot, 102s. 6d.; shipment, 97s., c.i.f. Madagascar, spot, 100s.; shipment, 83s. per cwt., c.i.f. **CARNAUBA.**—A steady business continues, with values well maintained and supplies limited. Fatty grey, 122s. 6d., duty paid; 112s. 6d., in bond; 108s. afloat; shipment, December-January, 105s.; January-February, 102s. 6d.; February-March, 101s., c.i.f. Chalky grey, 122s. 6d., duty paid; shipment, January-February, 96s. 6d., c.i.f. Primeira, 240s., duty paid; 220s., in bond; shipment, January-February, 160s.; February-March, 157s. 6d., c.i.f. Mediana, 215s., duty paid; 200s. in bond; shipment, January-February, 150s. per cwt., c.i.f.

Essential Oils, etc.

A FAIRLY satisfactory volume of business is reported, with most markets showing some activity. Anise is dearer forward. Brazilian bois de rose is firm. Cassia is dearer. Ceylon citronella is a point dearer forward. Sicilian lemon in demand and quoted at low figures. Lemongrass steady but dull. Palmarosa is firmer. Patchouli, for shipment, has soared right up. Japanese peppermint remains dull.

ALMOND.—Market is steady; some small business: English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d.; Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, s.p.a., genuine French, 9s. per lb.

ANISE (STAR).—Reports from China state producers are endeavouring to organise a control of sales; shipment prices have already been advanced and supplies are being sparingly offered at the moment. "Red Ship," in leads, 1s. 1½d.; in tins, 1s. 9½d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 9½d.; in tins, 1s. 7½d.; in drums, 1s. 7d. per lb., c.i.f.

BAY.—Some limited spot inquiry, with dealers quoting 49 to 50 per cent., about 5s. 3d. to 5s. 6d. per lb., as to quantity.

BERGAMOT.—The shipment market continues to be quoted at low rates, and it is understood some business has been done. Spot is at about 5s. per lb., with shipment not more than 4s. 6d. per lb., c.i.f.

BOIS DE ROSE.—The spot position continues firm, with supplies limited and in strong hands; quoted from 5s. 7½d. to 5s. 9d. per lb. Some shipment offers are reported, with the figure firm at 5s. 5d. to 5s. 6d. per lb., c.i.f., for quantities.

CAJUPUT.—Market is unchanged and rather quiet. Spot, 2s. 1½d. to 2s. 3d.; green, 1s. 9d. to 1s. 1½d. per lb., as to quantity.

CANANGA.—Not much inquiry and some spot offers are slightly under 10s. 6d. per lb.; shipment, new crop, 8s. 6d. per lb., c.i.f.

CARAWAY.—Rather more interest shown, market steady. Dutch rectified, five cwt., 8s. 6d.; one cwt., 8s. 10d.; smaller parcels, up to 9s. 5d. per lb. Crude, 5d. per lb. cheaper.

CASSIA.—The spot market is dearer, with supplies limited and quoted at 4s. 4½d. and over; shipment is firm at 3s. 8d. per lb., c.i.f., with offers restricted.

CEDARWOOD.—Average business, with keen prices quoted for quantities. American, in small parcels, up to 1s. 4½d.; shipment, in bulk, about 1s. 1½d. per lb., c.i.f. African oil at competitive prices.

CINNAMON LEAF.—Fair inquiry; market steady. Ceylon oil, on spot, at about 2s. 10d. to 3s.; shipment, about 2s. 7d. per lb., c.i.f.

CITRONELLA.—The Ceylon shipment market is slightly dearer at 1s. 1d. to 1s. 1½d. per lb., c.i.f.; spot, in small parcels, 1s. 4½d. to 1s. 5d. per lb., carriage paid. Java is dull but steady; shipment, close up to 1s. 3d.; spot, about 1s. 7d., in drums; and 1s. 8d. per lb. for small parcels.

CLOVE.—Some moderate business is reported. Madagascar, shipment, about 2s. 8d. to 2s. 9d., c.i.f., in drums; spot, in drums, 3s. 3d.; smaller parcels, 3s. 4d. to 3s. 5d. per lb.

EUCALYPTUS.—A fully steady market, with conditions at the source strong, with supplies reported short. Australian, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1d. to 1s. 1½d. per lb., landed, in fair quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb., spot.

GERANIUM.—Market has remained dull. Bourbon, spot, 21s. 6d.; shipment, about 19s. per lb., c.i.f. Algerian, spot, 22s. 9d.; shipment, 21s. 3d. per lb., c.i.f.

GINGERGRASS.—Not much inquiry. Spot, 4s. 7½d. to 4s. 10½d.; shipment, 4s. 3d. per lb., c.i.f.

HO (SHUI).—A fair demand, with prices fully maintained. Spot, 1s. 8½d. to 2s. per lb., as to quantity and quality.

JUNIPER BERRY.—Quite fair business; market continues steady. Genuine oil, 3s. 3d. to 3s. 6d. per lb., with the finest quality up to 5s. per lb.

LAVENDER.—The former high rates for French oil are being maintained, but there is but little inquiry at present. Finest Mt. Blanc, 38 to 40 per cent., is offered at 26s. to 28s., landed; a good standard quality at about 20s. to 21s.; and other offers are down to 15s. 6d. per lb., landed. Lavandin, new crop, is steady and short at about 14s. 3d. per lb., landed.

LEMON.—There has been more inquiry for Sicilian hand-pressed but shipment offers continue at recent low levels of about 2s. 11d. to 3s. 2d. per lb., c.i.f., in quantities; spot, 3s. 1½d. to 3s. 6d., as to quantity. Machine-made, about 2s. 10d., c.i.f. Californian, spot, large drums, 1s. 10½d.; small drums, 1s. 11½d. per lb., with a small steady demand.

LEMONGRASS.—The shipment market is firm and quoted at about 3s. 8d. per lb., c.i.f., but buyers do not seem interested at this figure. Spot might be had from 3s. 9d. to 3s. 10d. per lb. Business has been negligible.

LIME.—Some moderate spot business is being done, with West Indian distilled quoted at about 21s. per lb. for small parcels and less for good quantities.

MANDARIN.—New crop for shipment is steadily maintained at about 12s. 6d. per lb., c.i.f.; spot oil is quoted from 12s. 6d. to 14s. per lb., as to quality and quantity.

NEROLI.—Very little inquiry at present. Spot quoted at 14s. 6d., 16s. 3d., 20s. 6d. and 22s. 6d. per oz., as to quality.

NUTMEG.—Market is steadier, with English-made oil now at 5s. 4½d. to 5s. 6d. per lb., as to quantity.

ORANGE.—Offers of Sicilian sweet have been received at about 6s. 9d. per lb., c.i.f., but little interest is being shown. French Guinea, new crop, for shipment, is still not quoted from reliable sources, but advices indicate rather higher rates than last year. Californian, spot, one case, 2s. 4½d.; two or more cases, 2s. 4½d. per lb., with the demand quiet.

PALMAROSA.—Spot holders are tending to firm up to their prices from 5s. 7½d. to 5s. 9d. per lb.; shipment is now mentioned at close up to 5s. 9d. per lb., c.i.f.

PATCHOULI.—Chief interest has been centred round the shipment market. On Tuesday cables arrived quoting anything from 11s. up to as high as 12s. per lb., c.i.f. It is reported that there is a shortage at the source and that distillers are having difficulty in getting supplies of leaves from the Malay States, due, it is stated, to heavy purchases by America. In the meantime, spot business was done on Monday at about 8s. 6d., and to-day it is difficult to find sellers at 9s., holders preferring to await developments. The current spot value is therefore nominal.

PEPPERMINT.—This market has remained on the quiet side, but the undertone is steady. Spot, 4s. 4d.; afloat, 4s. 3d.; shipment, January-March, 4s. 1½d. per lb., c.i.f. sellers. Japanese shippers quoting 4s. 3d. per lb., c.i.f. The American natural oil, in drums, has remained in slow demand for shipment, and offers are now at about 3 dollars 5 to 10 cents per lb., c.i.f.

PETITGRAIN.—Shipment is slightly dearer; spot market quiet. Spot, 4s. 4d.; shipment, 3s. 10d. per lb., c.i.f.

ROSEMARY.—Market is fully steady but inquiry here is of small account. Spanish, finest quality, 2s. 1d. to 2s. 2d.; second quality, 1s. 8d. to 1s. 10d. per lb., spot, as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 6d. per lb.

SASSAFRAS.—A limited business; market steady. Standard quality oil at about 4s. per lb., with artificial oil at cheaper prices.

SPEARMINT.—Limited business; market unchanged. Spot, small lots, 8s. 9d.; shipment, 7s. 9d. per lb., c.i.f.

SPIKE.—Quotations are fully maintained and the general position is firm, but there is but little business moving. Spanish, spot, 5s. 7½d. to 5s. 9d.; shipment, close up to 5s. 6d. per lb., c.i.f. French, about 9s. per lb., spot.

VEITIVER.—Small inquiry; spot supplies appear to be limited. Spot, in small lots, about 32s. 6d.; shipment, 28s. 3d. per lb., c.i.f.

WINTERGREEN.—Dealers are quoting spot at about 6s. to 7s. per lb.

WORMSEED.—Market is dull; some cheap sellers. Spot, about 9s. 3d.; shipment, 8s. 3d. per lb., c.i.f.

Fixed Oils, etc.

BUSINESS in these commodities has been on a good scale since the New Year and quoted values are all at higher rates, with the markets generally fully steady to firm. **ACID OILS.**—Market is quoted dearer and is very steady; coconut and/or palm kernel, 15s. 9d.; groundnut, 16s.; soya, 15s. 6d., spot. **CASTOR.**—A further advance in prices is recorded, with the market firm: pharmaceutical, 40s.; first pressings, 35s.; second pressings, 32s. (barrels); cases, £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 28s. 9d. (drums), c.i.f. **COCONUT.**—Business has been better; prices steady at the advance: deodorised, 25s. 6d. (barrels), spot; Ceylon, mill, 17s. (drums), c.i.f. **COTTON.**—Quotations have again advanced sharply; business good, market closing firm: deodorised, 31s.; common edible, 29s. 6d.; soapmaking, 28s.; crude, 25s. (barrels), spot. **GROUNDNUT.**—Market is firm at the advanced rates: deodorised, 33s. 6d. (barrels), spot; crude Oriental, not quoted (drums), c.i.f. **ENGLISH CRUDE,** 29s., spot. **LINSEED (RAW, NAKED).**—Values have advanced, but the market closed quieter and fairly steady. Spot, 21s. 3d.; January, 19s. 9d.; January-April, 20s.; May-August, 20s. 10½d.; September-December, 21s. 4½d. **BOILED OIL,** spot, 23s. 6d. **OLIVE.**—Market is steady, with rather more business being done: edible, in tins in cases, 77s. 6d.; in drums, B.P., 5s. 6d. per gallon, in 40-gallon barrels. **PALM.**—Market has been quite active and closes firm at the advances recorded: Lagos, 17s. 6d., shipment; softs, 17s. 3d., shipment; mediums, 16s. 6d., shipment; hard, 18s., shipment; bleached, 21s., spot. **PALM KERNEL.**—Market is much steadier at the improved figures: deodorised, 24s. 9d.; crude, 19s., spot. **RAPE.**—A better market, with more inquiry; closing very steady. Refined, 32s. 6d.; crude, 21s., spot. **RESIN.**—Market is steady on the week; business quiet: B, 11s. 7½d.; D, 11s. 9d.; F/G, 12s. 6d.; N, 12s. 10½d.; W/G, 13s. 6d.; W/W, 14s. 9d. per cwt., ex wharf. **SOYA.**—Market is steadier, with more inquiry being received: deodorised, 28s. 6d.; crude, 25s., spot. **TURPENTINE, AMERICAN.**—Values have advanced sharply and the market is firm. Total London stocks, 10,114 barrels. On spot, 47s. 9d. **WOOD.**—Rather more business, with values now quoted at 48s. 6d. per barrel, for Hankow, on spot.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," December 26, 1934.)

"SANTAPE" ; for paper tape packing material (39). By Aspro, Ltd., Buckingham Avenue, Slough. 552,575.

"GOLDEN FLAGON GINGER ESSENCE," etc., on label design of three circles; for ginger essence (42). By A. De St. Dalmas & Co., Ltd., Junior Street, Leicester. 547,358.

(From "The Trade Marks Journal," January 2, 1935.)

"SEDBRO" ; for chemicals (1). By Seddons Bros., Ltd., Green Lane, Hull. 555,794.

"CYBATE" ; for chemicals (2). "CYBENE" ; for insecticides and soil fumigants (2). By Imperial Chemical Industries, Ltd., Imperial Chemical House, Millbank, S.W.1. 554,947/8. (Associated.)

"SANIZAL" ; for chemicals (2). By Newton, Chambers & Co., Ltd., Thorncliffe Ironworks, Nr. Sheffield. 555,821. (Associated.)

"FAMALEX" ; for laxative medicines (3). By Roberts' Croupine, Ltd., 35 Deane Road, Bolton. 552,319.

"BINMEAL" ; for medicinal chemicals (3). By Cassel Chemical Products, Ltd., 54 Old Broad Street, London, E.C.2. 554,729.

"EULAGEN" ; for laxative pills (3). By Hommel's Haematogen A.G., Josephstrasse 20, Zurich, Switzerland. 553,312.

"GENIPLASM" ; for medicinal chemicals (3), excluding embrocations, foot powders, and the like. By Société Anonyme Publicité Franco-Américaine, 10 Rue Picot, Paris, France. 554,494.

"NEOARSOLAN" and "BIOFEROL" ; for medicinal chemicals (3). By Bayer Products, Ltd., 31/34 Basinghall Street, London, E.C.2. 554,691. (Associated); 555,815.

"FRUKOFF" ; for preparations for coughs (3). By G. McCormick, 308 Moston Lane, Moston, Manchester, 10. 554,758.

"BISMA-REX" ; for medicinal chemicals (3). By United Drug Co., Ltd., 29 Kirkewhite Street, Nottingham. 555,582.

"BI-NESIA" ; for medicinal chemicals (3). By International Chemical Co., Ltd., Braydon Road, London, N.16. 555,748.

"EMMENOFLEX" ; for medicinal chemicals (3). By J. Nathan & Co., Ltd., 16 St. Helen's Place, London, E.C.3. 555,975.

"CALSIMIL" ; for medicinal chemicals (3). By British Drug Houses, Ltd., 16/32 Graham Street, London, N.1. 556,120.

"MACROOTS" ; for medicinal chemicals (3). By C. Coutts, 26 Broad Street, Aberdeen. 556,124.

"RITUAL" ; for perfumes, etc. (48). By Institute of Cosmetic Research, Ltd., 53-54 Haymarket, London, S.W.1. 555,949.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

"The Compleat Pharmacist"

SIR,—“The Compleat Pharmacist” is an excellent theme for an article; and Mr. Grier has done justice to it in your issue of January 5 (p. 17). If it is true that the onlooker sees most of the game, Mr. Grier should be in a good position to indicate the drawbacks of the players, the faulty nature of the ground and the chances of ultimate success attainable by the combatants. This he has done very thoroughly. In formulating the ethical ideal of the calling, I am not sure that he quite realises the difficulties most of us have in living up to it. His definition of what, in his estimation, is “professional pharmacy” is worth noting: “It comprises the selection and the storage or preservation of drugs, their preparation and analysis and the determination of their purity, their compounding and dispensing, and their sale to the public with due safeguards and with a personal guarantee of quality and purity, the training and qualification of the pharmacist being a better safeguard to the public than cumbersome legislation or vexatious police restrictions.” The pity of it is that the majority of pharmacists, apart from compounding, dispensing and selling to the public, have relegated the rest to the manufacturer and wholesaler. How to change this tendency is the problem for the future consideration of our leaders.—Yours, etc.,

PROFESSIONAL (8/1).

Single and Multiple Businesses

SIR,—As one who was present at the delegates' meeting in Leeds [last July] and heard Mr. Linstead's exposition of the Society's plans for the development of the professional side of pharmacy, I cannot help feeling disappointed at seeing the president of the Society launch out into company pharmacy, which is often merely an exploitation of the personal qualification of a number of members of the Society. I had hoped that in Mr. Keall we had one who would give us a lead in the work of putting the practice of pharmacy on a more professional basis, with an improved status for the pharmacist. Chain-store pharmacy is the antithesis of professional pharmacy, and is, in my opinion, pharmaceutical degradation.

Yours faithfully,

WALTER R. BRACKENBURY.

Middlesbrough.

SIR,—Under this heading “Simplex” (*C. & D.*, January 5, p. 27) describes the latest chain stores as a blow to pharmacists; but the effects of the blow are likely to extend beyond the individual to the organisation. The branch system cannot be claimed to be completely successful, even by the most optimistic supporter; and if the branches had to be self-supporting, as were the local associations, they would have faded out long ago. Imagine the feelings of the individual chemist proprietor who is asked actively to support his local branch, when the shop opposite to him has been acquired by a company. There are already supposed to be in the hands of the combines 2,000 of the 10,000 shops conducting a chemist's business, and the octopus grip is spreading.—Faithfully yours,

OCTO (7/1).

Questions for Reformers

SIR,—The policy for pharmacy drawn up by the B.U.F. (*C. & D.*, January 5, p. 16) is indeed all-embracing. The coming of the Corporate State of Fascism should be eagerly welcomed by all pharmacists, for it means nothing less than Utopia. Before rushing to join the B.U.F., however, pharmacists would be wise to pause for a moment, and ask themselves the following questions:—(1) Have the doctors been told that they are to be forbidden to dispense, and what do they think about it? (2) What promises have been made by the B.U.F. to traders, other than qualified chemists, who at present are selling medicines, drugs, and medical and surgical requisites? (3) Will pharmacists themselves be called upon to bear the cost of the increased remuneration that is to be paid to managers and assistants, to dispensers in hospitals, to commissioned pharmacists in the naval, military, and air forces, and to themselves for N.H.I. work? The most signi-

ficant paragraph of the manifesto is the concluding one, which states that “where there may be a conflict of interests with other categories . . . those interests will be reconciled and adjusted.” Does this not mean that pharmacy, always weak in representation, would eventually find itself in a worse state than it is to-day? Surely the object of reformers ought to be to establish pharmacy in this country on some such sound and satisfactory basis as was described in your issue of November 24 last, in an illustrated article on “Pharmacy in Soviet Russia.”

Yours faithfully,

SCEPTIC (9/1).

Keeping the Shop Clean

SIR,—I have read Mr. Hirst's article on “Pharmacy and Pharmacists” in the *C. & D.* of January 5, and whilst agreeing with much that he writes, nevertheless I feel that I must cross swords with him in his attack on chemists. He may be right when he states that chemists are indolent, but he can scarcely reconcile this statement with his remark that he has even seen chemists lowering themselves to such menial tasks as sweeping in front of the shop and keeping the external appearance of the shop clean and tidy. It is by doing such necessary tasks as these that chemists, implies Mr. Hirst, have made pharmacy the home of the sweepings of intellectual England. It would probably be more correct to say that such undiluted snobbishness as this is responsible for more disunion in the ranks of pharmacy than any amount of floor sweeping and window cleaning; Mr. Hirst might take this snobbishness as one of the reasons for the lack of unity he so deprecates in pharmacy. How much better it is for a man to get down to such menial tasks and make his shop a delight to the eye than to sit down and ponder on pharmacy's lack of unity whilst allowing the dust and dirt to settle thickly around him! How much more menial is the task of the chemist cleaning his car (the one provided him by the shop he despises) than that of cleaning his shop front? If it is not considered *infra dig.* to scrub the car which provides him with pleasure, it is only common sense that he should clean the shop which provides him with a living. I would remind Mr. Hirst of a saying we have in Yorkshire which implies that if you want a thing done well, do it yourself.—Yours, etc.,

L. CARR.

Leeds, 7.

Orange Oils

SIR,—Your contributors' letter published in last week's issue (p. 27) will be of interest to dealers and consumers, and it will also be interesting to hear in due course what the Sicilian producers and shippers have to say on the subject of the alleged adulteration. In the meantime, as your writers' object in bringing the matter to the notice of the trade was no doubt devoid of ulterior motive, perhaps they would be good enough to disclose, from their experience, whether the alleged adulteration was a matter of 5, 50 or 80 per cent. added French Guinea orange oil.—Yours faithfully,

CONQUEST (8/1).

Dispensing in the Irish Free State

SIR,—It is very satisfactory to read in the *C. & D.* that efforts are being made to give chemists a monopoly of the sale of patent medicines, etc. Surely we chemists did not qualify in order to have the privilege of selling cosmetics, photographic goods, wireless sets, etc., all of which lines have been taken up by the chemist because he is unable to make a livelihood at what he has qualified to do—the sale of drugs and the compounding and dispensing of prescriptions. Would it not be more important to get a monopoly in the supplying of medicines to the public instead of the present system, where most doctors, in the country at all events, make up their own medicine even for private patients? Even if we chemists got only a nominal fee for dispensing medicines on “Red Line” cases we would get more private prescriptions. It seems a great scandal that people who are well off can go to the local

dispensary doctor and get free medicines that are really only intended for the very poor. I hope that these grievances get the eye of chemists in a position to push the matter in the right way.—Yours truly,

"INNISHOWEN" (9/1).

Difficulties in Arranging Displays

SIR,—“Window” (C. & D., January 5, p. 28) comments on the Christmas window displays and the high standard achieved, especially in London. During the week before Christmas I paid visits to several suburbs and also in the West End, and while admitting the excellence of the displays it struck me forcibly that to all intents and purposes the various shops were all showing the same goods with slight differences of arrangement. Chemists, drapers, hairdressers and large stores all had displays of perfumery, and all of the same advertised makes. In these days the demand is for proprietary articles, and at Christmas time the manufacturers usually bring out some special series with showcards and display matter complete, and one can see exactly the same display in several shops in one street. The marvel is that all these shops can find sufficient customers to sell to when they are in competition with every other kind of shop for the same commodities. It says much for the business adaptability of pharmacists that so many of them are able to achieve quite a good turnover of Christmas goods. Another difficulty which the pharmacist has to encounter is that there seems to be fashions in proprietary perfumery; one winter a certain line sells well, the next winter he increases his order of that line and finds that the demand has changed and another make is the one which sells best. The particular demand cannot be foreseen, so that the only thing to do is to lay in a representative stock at first and then to get a supplementary delivery of those goods which are moving freely. In this respect it is helpful to make a preliminary display before the actual Christmas window, when some indication may be gained of the trend of the demand.

Yours faithfully,

FENETRE (6/1).

Legal Queries

H. L. L. (1/6) wishes to sell headache powders under a name which is already being used for similar powders by another firm. Is he entitled to do so? The name is not registered as a trademark. [Even if the word is not registered, it is possible that the use of it by “H. L. L.” might amount to “passing-off,” for which proceedings for an injunction and damages might be taken by the firm. In order to succeed in their claim it would be necessary for the firm to prove that the public had been deceived into thinking that the powders sold by “H. L. L.” were prepared by them.]

T. P. L. (30/11) have a lease of office premises which will expire in 1938 and under which they pay a rent which includes the rates. At present the premises are unoccupied and the local authority has allowed a rebate in respect of rates. Who is entitled to the benefit of this rebate, “T. P. L.” or their landlord? [In our opinion, the landlord is entitled to the benefit of the allowance in respect of rates. Had the rates been increased, the landlord would have had to pay the extra amount, and it would seem that, conversely, a reduction in the rates, or a cessation of liability to pay rates, would operate in his favour.]

V. H. F. (2/6) joined the staff of a company nearly four years ago and eventually became managing director in charge of the principal shop. In February last the company went into voluntary liquidation, and “V. H. F.” in common with the rest of the staff, was given a month’s “provisional” notice by the liquidator. At the end of the month the business was continued for a while, and “V. H. F.” and the other employees stayed on until, one Saturday, all the stock and fixtures were removed and their services were no longer required. Is “V. H. F.” entitled to any remuneration in lieu of notice or in respect of a fortnight’s holiday due to him? He had no agreement with the company. [In our opinion, “V. H. F.” could not successfully claim any payment in the circumstances stated. The fact that he continued to serve at the expiration of the month’s notice did not, we consider, do more than create a contract with the liquidator which could be terminated at a moment’s notice.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

P. H. C. (24/128).—SACH’S SOLUTION.—This was a solution devised for the water culture or sand culture of plants to demonstrate the need for certain chemicals in the soil. It consists of:—

Calcium nitrate ...	...	...	...	4 parts
Potassium nitrate ...	...	...	...	1 part
Magnesium sulphate ...	...	...	...	1 part
Potassium phosphate ...	...	...	...	1 part
Water ...	...	...	...	2,500 parts

It would have no influence on forcing the growth of bulbs, and indeed would be nothing more than a sort of liquid manure for them.

J. G. (26/118).—DOSE OF CHENOPODIUM OIL.—The dose of oil of chenopodium for a young calf depends upon the age of the calf. The oil is chiefly used for dogs and pigs, but no doubt a suitable dose could be worked out for a calf of known weight. It would be best to give a small dose to start with. In dogs the dose is 10 minims per 14 lb. bodyweight. In pigs the dose varies with the age:—

8 weeks ...	...	...	...	20 mins.
12 weeks ...	...	...	...	30 mins.
6 months ...	...	...	...	60 mins.
12 months ...	...	...	...	120 mins.

Fast for 24 hours and give in 1-2 tablespoonfuls of linseed oil. It is necessary to give a purgative as the oil does not expel the worms. It has been stated that the best method is to divide the dose into three portions, to be given at one-hour intervals. Treatment should not be repeated until about 10 days have elapsed.

J. H. (1/128).—TAR OIL WASH FOR FRUIT TREES.—According to “Pharmaceutical Formulas,” Vol. II, p. 701, the most satisfactory material to use in making tar oil washes is the liquid neutral distillate boiling between 280° and 360° C. This product is also less injurious to plants than spray liquids which contain “tar acids.” The high-boiling neutral material cannot be emulsified satisfactorily by means of any soap, but perfect emulsions can be made by means of Agral W.B. or Agral A.X. The most convenient method of preparing such an emulsion may be illustrated by the following example: First mix the high neutral distillate with 10 per cent. of its volume of Agral W.B. (or Agral A.X.). To half a gallon of this mixture add 9.5 gallons of water, followed by about 5½ oz. of caustic soda, and stir well. The resulting emulsion appears to be stable for an indefinite period, even when exposed to air. It is preferable first to dissolve the alkali in a little water. An equivalent quantity of washing soda may be used.

H. W. (19/7).—TONIC FOR GREYHOUNDS.—This “powder” consists of granules which exhibit many of the properties of gum acacia or similar body. It gives a little ash (say 5 per cent.) which contains calcium, potassium, sodium, magnesium, phosphorus and a trace of boron. Under the microscope the fragments are very similar to those of coarsely powdered gum acacia. There is no definite evidence of a second component.

Retrospect of Fifty Years Ago

Reprinted from

“The Chemist and Druggist,” January 15, 1885

The First Lethal Chamber

Dr. Richardson, whose inventive genius seems inexhaustible, explained his method for the painless extinction of the lower animals before the members of the Society of Arts on December 18. . . . The idea of applying the anæsthetic method, and its first accomplishment, dates back as far as 1850, and was due to himself. He constructed at Mortlake a small lethal chamber, to which his neighbours would frequently bring animals which they wished to have killed; and since that time the Doctor has never let the subject rest. Later, at the request of the committee of the Dogs’ Home at Battersea, Dr. Richardson constructed a lethal chamber. . . . From 200 to 250 dogs per week have been painlessly killed. . . .



EPHEDRINE INHALANT

(containing 0.75% Ephedrine)

for

Colds, Catarrh, Sinusitis, Asthma, Bronchitis

Speedily effective



Special dropper bottles
per 18/- dozen
13 to the dozen

The satisfactory results given by this treatment will repay any time spent on introducing it to your customers, and at a retail price of 2/6 it shows you 44.6% on sales

BURGOYNE
BURBIDGES & CO. LTD.
LONDON E.
Manufacturers of Pharmaceuticals since 1741



PRESCRIBED by the medical profession . . . an important cosmetic basis . . . Oxide of Zinc is now available in attractive and convenient tins which will prove popular with the public and profitable to retailers.

"N.Z.O." oxide of zinc is a simple and effective treatment for cuts, burns, scalds, eczema, ulcers, etc.; it is a valuable application for sunburn, tender feet, redness of skin, etc.

Used in a very simple way during shaving, it ensures the smoothest and cleanest shave possible, and has a beneficial effect on the skin.

An attractive booklet, giving applications and methods of use, is enclosed with every package, and ample publicity is arranged. For details and prices apply to the manufacturers.

N.Z.O.

SUBLIMED OXIDE OF ZINC

THE NEWCASTLE - UPON - TYNE ZINC OXIDE
COMPANY LTD., BIRTLEY, CO. DURHAM, ENGLAND.



THE CONDENSED GAS CO. LTD.

HEALD GROVE, RUSHOLME, MANCHESTER, 14.

DRY GAS IN DRY CYLINDERS

Nitrous Oxide.

Oxygen.

Carbon Dioxide.

Mixtures of Oxygen and Carbon Dioxide

BRAND OF MEDICAL GASES

Chemische Fabrik

JOH. A. BENCKISER, G.m.b.H.,

LUDWIGSHAFEN-ON-
RHINE

TARTARIC ACID IN POWDER
CRYSTALS and
GRANULATED

GUARANTEED IN STRICT ACCORDANCE WITH B.P.'32

ACID PYROPHOSPHATE OF SODA

Quality in all respects equal to Cream of Tartar, especially as regards stability of Baking Powder

The CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2866
VOL. CXXII.

JANUARY 12, 1935

Annual Subscription (with
Diary) 20/- Single Copies 9d.

'Haliborange'



**The most
delicious way
of taking
Halibut - Liver
Oil**

One teaspoonful of "Haliborange" is equivalent to one teaspoonful of cod-liver oil in vitamins A and D and to about two teaspoonfuls of fresh orange juice in vitamin C.

Halibut Liver Oil & Orange Juice
VITAMIN PREPARATION
THE CHILDREN ASK FOR
AINS VITAMINS A, C, AND D.
RE NECESSARY FOR PERFECT HEALTH
PRICE 2/6 PER BOTTLE

**Introduce it to your customers and you will
rapidly create a regular and astonishing
demand.**

Write for the attractive showcard illustrated.

Allen & Hanburys Ltd., London, E.2

Telephone: Bishopsgate 3201 (12 lines)

Telegrams: "Greenburys Beth London"

H. W. GRAESSER-THOMAS

Offer:

LTD.

ASPIRIN "FRE-FLO"

Manufactured by
W. J. BUSH & Co. Ltd
London

ASPIRIN "FRE-FLO" IS THE COMPRESSOR'S IDEAL ASPIRIN, BECAUSE IT CONTAINS NOTHING TO CLOG THE MACHINES.

**HIGHEST CHEMICAL PURITY.
 ENTIRELY FREE FROM THE SLIGHTEST TRACE OF ACETIC ODOUR.
 THE PERFECT BRITISH ASPIRIN.**

**H. W. GRAESSER-THOMAS LTD.
 49 Leadenhall Street, London, E.C.3**

Phone : Monument { 3011.
 3111.

'Grams: "Unomee, Fen, London."



HERBS THE KEY TO GOOD BUSINESS IN 1935



Miss Dorothy Dickson

CULPEPER LOTION DE LUXE stand foremost in the galaxy of preparations with magic tonic and cleansing properties.

MISS DOROTHY DICKSON says: "The Culpeper preparations are unique. For the first time in the history of beauty culture the healing properties of plants and flowers are being used scientifically. Their Beauty and Slimming Pills act as a tonic to give zest to life."

MISS EVELYN LAYE says: "The Culpeper special cleansing Lotion de Luxe is unsurpassed."

MISS YVONNE ARNAUD says: "It would be an impossible task to enumerate all the delights of Culpeper House."

LUPINO LANE says: "The Pine Baths make my bath so luxurious I never want to get out."

Your delighted customers will quickly add to this selection from

A PAEAN OF PRAISE

Will leading retail pharmacists please apply to:

THE SOCIETY OF HERBALISTS

CULPEPER HOUSE

21 BRUTON STREET, BERKELEY SQUARE, LONDON, W.1

Telephone: MAYfair 4559

for the terms on which their agency can be granted.

To compete with the ever numerically increasing "back to Nature" movement, the wise pharmacist profits by these signs of the times, and puts his shop in order for the new regime. The general public are, on the whole, discriminating buyers, and the health talks in all our journals and newspapers are teaching them the value of the old adage "Prevention is better than cure," and that artificially made medicines can in no way compete in efficacy with those procured from the plants of Mother Earth.

In this connection, the products of **CULPEPER HOUSE** are gradually attracting enormous and wide attention. Wherever a **CULPEPER AGENCY** has been established, the inevitable result has been *increased sales* and an ever-growing army of *satisfied customers*.

The knowledge of the use of herbs—in *sickness* and in *health*—is being quickly acquired. Also their *cosmetic* and *beautifying* properties, when once realized, are widely acclaimed.

For the vendors of these products it is sometimes difficult to make a trial selection. We therefore help you in this connection by the following suggestions:

CULPEPER HERBAL TISANES. Teas packed in air-tight canisters—sedative, stimulating, aperient and non-aperient. Delightful for replacing ordinary tea or coffee.

SLIM. The safe and effective remedy for obesity. Made from vegetable ingredients which are quite extraordinary in their results. A delighted customer writes: "Please send some more of your magic pills."

THE HERB GOLD BATHS, are invaluable medicinally. There is nothing to equal their delightful aroma. They are exquisite additions to modern toilet comfort and luxury.

TOILET WATER AND LOTIONS for all uses are special products of CULPEPER HOUSE.

MEN'S needs have been specially supplied. **THE CULPEPER HAIR TONIC, CLEAR BRILLIANTINE** and **AFTER SHAVING LOTION,** are three of many.

For **WOMEN,** the **NARCISSUS ASTRINGENT LOTION** and the



BIG NEWS

ANZORA REDUCE PRICES

● Prepare for great increase in sales!

ANZORA always has led the way in hair fixative sales. And now ANZORA imitators are going to find selling even more difficult. The new price reductions place ANZORA definitely ahead of all competition. The millions of men who have always preferred this, the original hair fixative, will be doubled and trebled. Increased advertising is going to blazon the story of ANZORA reduced prices throughout the Country. Your present stocks will be far too small to supply the demand. Get ready NOW for this new sales impetus. Send in your orders for increased stocks quickly.

~~1/6~~ 9^d ~~1/6~~ 1¹/₃ ~~2/6~~ 2¹/₃

(THESE PRICES TAKE EFFECT FROM FEBRUARY 1st, 1935)

TRADE TERMS

(FROM JANUARY 1st, 1935)

9d. size	-	-	6/- per dozen
1 ¹ / ₃ size	-	-	10/- per dozen
2 ¹ / ₃ size	-	-	18/- per dozen

BONUS OFFER FOR WINDOW DISPLAY

13 to the dozen for all orders placed in January, February and March. Take advantage of this offer. Showcards supplied free upon request.

ANZORA

MASTERS THE HAIR

*The only
Gold Medal
Hair Cream*

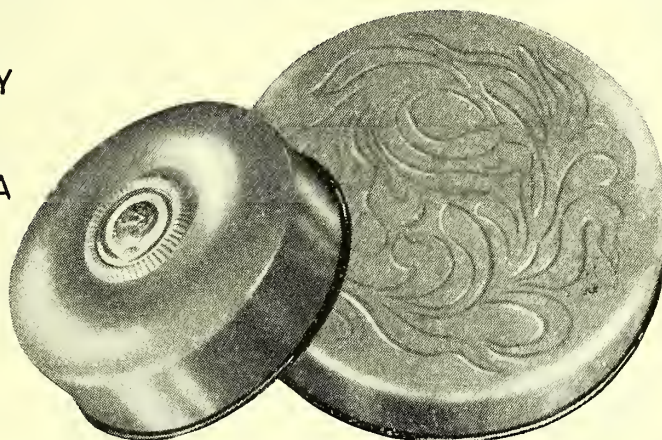
ANZORA PERFUMERY CO. LTD., LONDON, N.W.6

NEW

COTY

COMPLEXION ROUGE

ENTIRELY
NEW
FORMULA



HANDBAG SIZE

Series No. "F"

Retail Price

1/9

DRESSING TABLE
MODEL

Series No. "FA"

Retail Price

2/6

- ① Being prepared by the Coty Pressed Powder process, this new rouge disintegrates easily and spreads smoothly over the skin.
- ② In twelve vivid new skin tones . . . for day and night . . . for blondes and brunettes of every type.
- ③ Coty Complexion Rouge never alters on the skin through exposure to light, heat and air.
- ④ The presentation is strikingly artistic, yet strong and practical. The modern red plastic box on black base will make an instant appeal. Fitted with soft silk puff.
- ⑤ The rouge is beautifully perfumed.

This handsome
sell - out counter
display with test
drawer

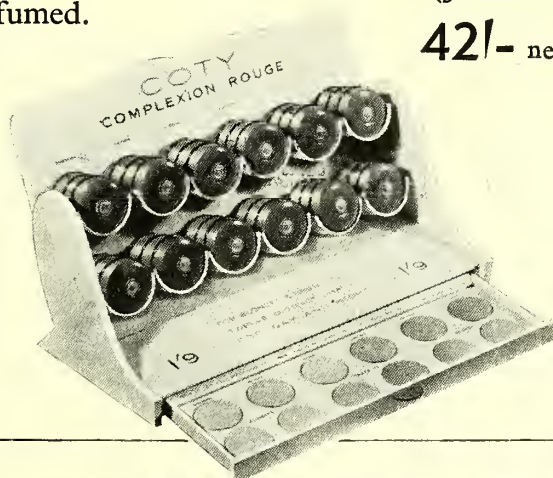
FREE

with every order
of 3 dozen 1/9
size (3 each shade).

42/- net

SHADES

No. 1 Rose Pourpre	No. 7 Rose Franc
No. 2 Rose Incarnadin	No. 8 Rouge d'Orient
No. 3 Rose Renoir	No. 9 Rouge Persan
No. 4 Pêche Cendrée	No. 10 Rouge Capucine
No. 5 Rose Cendre	No. 11 Rouge Égyptien
No. 6 Rose Saturne	No. 12 Rouge Invisible Nacré



THE MALT THAT CANNOT CRYSTALLISE

We manufacture any combination of Malt Extract, Malt Extract and Cod Liver or Halibut Liver Oil. Suitable for any climate. The best Barley obtainable, finest oils, modern plant backed by specialised experience enable us to claim that ours is the "no trouble" Malt Extract. A choice selection of labels and show matter are available. Interesting prices and samples on request.

JEFFREYS MILLER & CO.

LIMITED

Leyland Mills, Wigan

TELEPHONE: WIGAN 2327

TELEGRAMS: MALTUM, WIGAN

73A DURHAM RD., HOLLOWAY, LONDON, N.7. PHONE: ARCHWAY 3627

STORES THE SUMMER'S SUN FOR WINTER

INDEX TO ADVERTISERS

Acton Pill & Tablet Co., Ltd. (Ureicure Tablets) v	Brierley, John (Valuer, &c.) Col. Supp.	Evac-Colon (Constipation Cure)..... 18
African Chemist and Druggist, The..... 22	Bromley, H., & Co., Ltd. (Toiletries)... iii	Evans, Adlard & Co., Ltd. (Filter Papers) xvii
Allen & Hanburys, Ltd. (Haliborange) Cover	Burgoyne, Burbidges & Co., Ltd. (Ephedrine Inhalant) i	Evans, Gadd & Co., Ltd. (Corners Oils) iv
Allen, Stafford, & Sons, Ltd. (Clove Oil) 13	Burrough, James, Ltd. (Alcohol) Leader Page	Fennings, A. (Children's Cooling Powders) Leader Page
Anzora Perfumery Co., Ltd. (Price Reduction) 2	Burroughs Wellcome & Co. ('Tannafax' Tannic Acid Jelly)..... 29	Ferris & Co., Ltd. (Nigroids) vi
Argyrol Brand Silver Vitellin xii	Cadbury Bros., Ltd. (Bourn-Vita)..... Cover	Foot, H. (Contraceptives) 22
Aspro, Ltd. (Aspro)..... xviii	Carter Bros. (Atlas "Kattlekure") ... vi	Gardner, W., & Sons (Glos.), Ltd. (Machinery) 18
Association of Manfg. Chemists, Ltd. Col. Supp.	Cassel Chemical Products, Ltd. (Obesity Pills) vii	Garfield Tea Co..... Leader Page
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists) Cover	Cephos, Ltd. (Headache Remedy) x	George, Ernest J., & Co. (Valuer, &c.) Col. Supp.
Bailey, R., & Son, Ltd. ("Steraid" Dressings) 18	Christy, T., & Co., Ltd. (Co-re-ga, Brodes Malted Yeast Tablets) 22, 23	Gibbs, D. & W., Ltd. (Dentifrice Bonus Offer) 12
Barker, R. W., & Co. (Patent Agents) Leader Page	Clark, S. F. (Valuer, &c.) Col. Supp.	Graesser-Thomas, H. W., Ltd. (Aspirin "Fre-Flo") Cover
Barnett, Jack L., Ltd. (Bottles) 22	Clay & Abraham, Ltd. (Iodine Locket) 19	Grout & Co., Ltd. (Vic Wrist Support, &c.) 18
Bayer Products, Ltd. ('Luminal') Leader Page	Clements Newling & Co., Ltd. (Display Stands) 8	Hack, Edward (Anti-Thrax Shaving Brush) 22
Beechams Pills, Ltd. (Beecham Products) viii	Condensed Gas Co., Ltd. ii	Hackett, S. E. (Film Overstocks) Col. Supp.
Bell, John, Hills & Lucas, Ltd. (Cold Cure Capsules) Leader Page	Coty (England), Ltd. (Complexion Rouge) 3	Halmagon Brand Tablets..... v
Benckiser, J. A. (Tartaric Acid, &c.) ... ii	County Perfumery Co. (Brylcreem) ... 10	Hampden Residential Club Col. Supp.
Berdoe & Fish, Ltd. (Valuers, &c.) Col. Supp.	Crescent Preparations Co., Ltd. (Aquilox Tablets) 25	Hancock, James Lyne, Ltd. (Hot Water Bottles) 18
Bishop, Alfred, Ltd. (Varalettes, &c.) 5	Crookes Laboratories (Halibut Liver Oil) 9	Harris, Hart & Co., Ltd. (Glauber Salts, &c.) iv
Blackie, R. (Spun Ointments, &c.) 8	Dalmas, A. de St., & Co., Ltd. (Plasters) xi	Heward, R. H., Co. (Surgical Appliances) 20
Bleasdale, Ltd. (Sapo Mollis Virid B.P.) vi	Dudley & Co., Ltd. (Counter Cases) ... 8	
Blythe, W., & Co., Ltd. (Chemicals) ... v	Edwards Harlene, Ltd. (Hair Toilet Preparations) 17	
Blyton, Astley & Co., Ltd. (Lozenges, &c.) v	English Grains Co., Ltd. (Yestamin) ... vi	

[Continued overleaf.]



VARALETTES

ASPIRIN

VARASAL

PRIVATE FORMULÆ MADE
TO YOUR REQUIREMENTS

EFFERVESCENTS
SALINES
LITHOPRINE &c.

ALFRED BISHOP LTD

48 Spelman St., London, E. 1.

INDEX—cont.

Hewlett, C. J., & Son, Ltd. (Hot Water Bottle Covers)	20	Maund, F., & Berg, E., Ltd. (Show-cases)	22, Col. Supp.	Shadeine Co. (Hair Dyes)	22
Hill, Thos., Engineering Co. (Hull), Ltd. (Bottle Washing Machinery)	Leader Page	Maw, S., Son & Sons, Ltd. (Service) ..	11	Sherley, A. F., & Co., Ltd. (Veterinary Preparations)	xvii
Hirst, Brooke & Hirst, Ltd. (Jocks Pastilles)	x	May & Baker, Ltd. ("Gardenal")	15	Silvertown Lubricants, Ltd. (Liquid Paraffin)	xiii
Hobson, Trimble & Co., Ltd. (Feet Plaisters, &c.)	22	Melrose-Drover, Ltd. (British Wines) ..	xiv	Smith, T. & H., Ltd. (Alkaloids)	v
Jackson, E., & Co., Ltd. (Pastilles, &c.)	xii	Molson Ionized Iodine Co., Ltd.	vi	Society of Herbalists, Ltd., The (Culpeper Herbal Products)	1
Jacquessil Fabrics, Ltd. (Dawn Face Cloths)	10	Mundet Cork Products, Ltd. (Corks and Stoppers)	8	Solazzi Liquorice	iv
Jeffreys, Miller & Co., Ltd. (Malt Extract and Combinations)	4	Newball & Mason, Ltd. (Ginger Wine Essence)	xiv	Southall Bros. & Barclay, Ltd. (Sanitary Towels)	20
Jones, S., & Co., Ltd. (Adhesives)	8	Newcastle-on-Tyne Zinc Oxide Co., Ltd.	ii	South of England College of Pharmacy	xvii
Josephs, Philip, & Sons, Ltd. (Shop-fittings)	Col. Supp.	Norwegian Cod Liver Oil	xiv	Sozol (1924), Ltd. (Egg Preservative) ..	22
Kemsales, Ltd. ('Cho-zen' China Tea)	xiii	Orridge & Co. (Valuers, &c.)	Col. Supp.	Speake, W. (Old Bottle Stocks)	Col. Supp.
King, G., & Co., Ltd. (Patent Foods)	Cover	Pearson, James, Ltd. (Xodo Iodised Locket)	24	Spencer, Isaac, & Co. (Aberdeen), Ltd. (Cod Liver Oil)	xv
Lewis & Melchior, Ltd. (Okasa)	ix	Pifco, Ltd. (Sharpex Blade Sharpener)	22	Starke, R. W. B. (Camomile Oil)	22
Lightbown, J. W., & Sons, Ltd. (Grips Pastilles)	xvi	Potter & Clarke, Ltd. (Wholesale Druggists)	27	Sterns, Ltd. (Oils, Petroleum)	vi
Lilly, Eli, & Co., Ltd. (Pharmaceutical Preparations)	30	Prescott, A. (Cacao Butter, &c.)	vii	Super Badger Brush Co., Ltd. (Shaving Brushes)	22
London & Provincial Factors, Ltd. (Wanie Blades)	10	Proprietary Agencies, Ltd. ("California Syrup of Figs")	30	Thornton Pharmaceutical Laboratories, Ltd. (V.P. First Aid Outfit)	20
Low, Son & Haydon, Ltd. (Toilet Preps.)	22	Radio Times, The	7	Thornton & Ross, Ltd. (Halibut Liver Oil)	xv
McGlashan, D., Ltd. (Aodine)	xvi	Ransom, W., & Son, Ltd. (Solid Extracts, &c.)	Cover	Tolkien, C., & Co., Ltd. (Vitamin Caramels)	6
Macleans, Ltd. (Rheumatic Rub)	26	Reilly & Marris, Ltd. (Oscillating Razor)	24	Townsend, James, & Sons (Optical Showcards)	xvi
Martindale, W. (Medical Proprietarys)	vii	Rendell, W. J., Ltd. (Quinine Presaries)	16	Town Talk Polish Co. (Liquid Silver Polish)	x
Mather, William, Ltd. (Plaisters, &c.)	20	Reynolds & Branson, Ltd. (Surgical Sundries)	22	United Glass Bottle Manufacturers, Ltd. (Medical Bottles)	14
Matthews, D., & Son (Shopfittings)	Col. Supp.	Ronaldson, J., & Co. (Seina)	vi	Wagner, R. V. (Bottle Caps)	Leader Page
		Roura & Forgas (Quicksilver)	vii	Walton, T. H., & Co., Ltd. (Compressed Tablets)	xvi
		Sangers, Ltd. (Glymiel Jelly)	21	Watts, T., & Walker, Ltd. (Valuers, &c.)	Col. Supp.
		Schmittling Sign Service (Illuminated Signs, &c.)	xvii	Wood Bros. Glass Co., Ltd. (Perfumery Glassware)	28
		Scott & Turner, Ltd. (Andrews Liver Salt)	xvi	Zeal, G. H., Ltd. (Clinical Thermometers)	Cover
		Scurr, C. A. (Optical Tuition)	22		

The season's **BEST** seller—

' REMOGEN '

Vitamin Caramels

Halibut Liver Oil — Glucose — Malt Extract

These Caramels, besides being luscious and engaging, have an authoritative food value.

The Public want and will ask you for them.

DON'T FAIL YOUR CUSTOMER.

For all particulars stick your label on the attached coupon and post to:

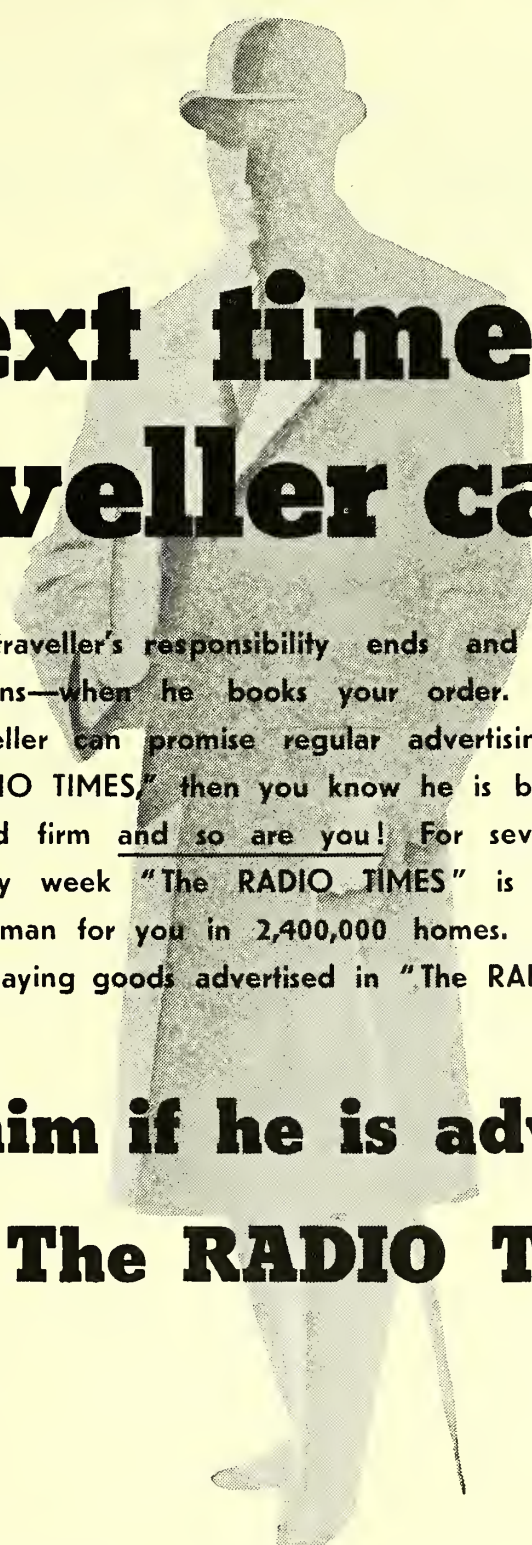
C. TOLKIEN & CO. LIMITED

MALT EXTRACT MANUFACTURERS

SILSDEN • YORKS.

COUPON

Please send me all particulars of
**REMOGEN VITAMIN
CARAMELS**



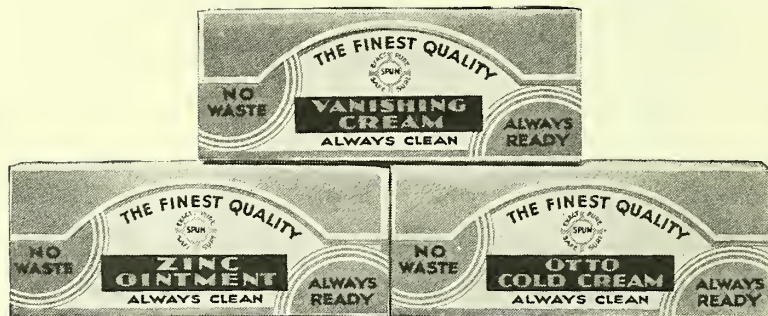
Next time the traveller calls..

A traveller's responsibility ends and your risk begins—when he books your order. But if the traveller can promise regular advertising in "The RADIO TIMES," then you know he is backed by a good firm and so are you! For seven days of every week "The RADIO TIMES" is a non-stop salesman for you in 2,400,000 homes. It is worth displaying goods advertised in "The RADIO TIMES."

ask him if he is advertising in The RADIO TIMES

SPUN OINTMENTS

New Line in Handsome Tubes



Small 18/- per gross
3 doz. in outer.

Large 30/- per gross
1 doz. in outer.

Hygienic and always ready for use.

NEW LINE IN PERFUMES

6 GLASS BARRELS IN
ATTRACTIVE SHOW OUTER
4/- per Dozen Barrels.

**SELL
ON
SIGHT**

NEW LINE IN ESSENCES

6 GLASS BARRELS IN
ATTRACTIVE SHOW OUTER
5/- per Dozen Barrels.

Telephones: HOP 2422
2423
2424
Telegrams:
"Ushenspuna, London."

ROBT. BLACKIE

Shen Works,
Tower Bridge Rd.
London, S.E.1

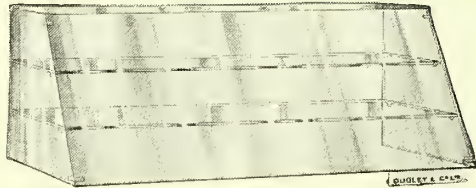
BUTTERFLY BRAND
ADHESIVES
We specialise in Adhesives
for every purpose.
Your enquiries will be appreciated
SAMUEL JONES
& CO., LTD.
BRIDEWELL PLACE, LONDON, E.C.4.
Tel: Central 6500



"CLEMENTS - NEWLING"
for DISPLAY STANDS
No. 2824 Chromium Plated Pedestal

	each	doz.
9"	3/-	@ 2/10 ea.
12"	3/6	" 3/4
15"	4/3	" 4/-
18"	5/-	" 4/9
21"	5/9	" 5/6
24"	7/-	" 6/8
30"	8/6	" 8/1

Fittings List Free. Carriage Paid England & Wales.
LARGE STOCK of GLASS OVALS & CIRCLES
CLEMENTS, NEWLING
& Company Ltd.
Showrooms:
95 & 96 Wood Street, London, E.C.2
NAT. 5511 (5 lines)

No. C.D.F. 4480, The Chemists' Frameless Counter Screen and Case. Connected with chromium-plated clips. New 1/4" drawnplate glass throughout. 2 shelves inside, open at back. 48" long x 18" high x 12" back to front at bottom (7" at top).

59/6 each
Fully illustrated List, No. C.D. 1500, of Display Stands, Cases, etc., free on request.

DUDLEY & COMPANY, Ltd., Holloway, London, N.7
City Showrooms: 65 Fore Street, E.C.

TAPERED, PYRAMID, DOMED AND FLANGE CORKS
COMPOSITION AND BAKELITE STOPPERS

THE MOST COMPETITIVE MANUFACTURERS IN THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.
12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams: MUNDETCOMP, BERM, LONDON
Telephone: HOP 2043-4-5

DISPLAYS THAT WILL GIVE YOU A HANDSOME BONUS



**70%
PROFIT
ON
OUTLAY**

The Pharmacist taking advantage of the generous terms offered realises an approximate profit on outlay amounting to 70 per cent. In addition two displays and four entirely different types of showcards are provided. Take advantage of these terms at once.

*It's a
P.A.T.A.
live*

CROOKES'

"COLLOSOL" (Regd.)

HALIBUT LIVER OIL

STANDARDISED.

GENEROUS BONUS TERMS
given in return for
counter or window
displays.

The CROOKES LABORATORIES

(British Colloids, Ltd.)

PARK ROYAL, LONDON, N.W.10

Telephone: Willesden 6313 (3 lines)
Telegrams: Collosols, Harles, London.



This space is
reserved for
BRYLCREEM

● It's just as easy to
sell a good face cloth

..... and ensure repeat orders.



Cheap Face Cloths bring neither satisfaction nor profit. Your customer will not thank you for introducing a cheap cloth which invariably gets slimy. Recommend "Dawn"—a well made, well packed, Ravel-Proof face cloth that is really worth selling.

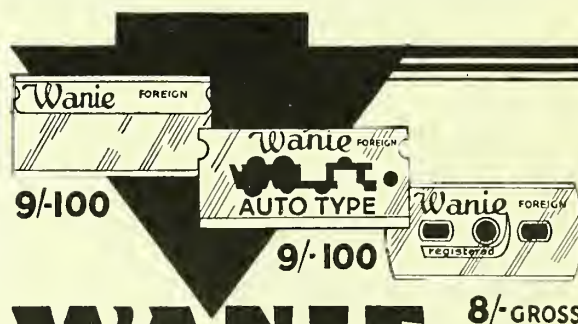
'DAWN'
RAVEL-PROOF
FACE CLOTHS

Retail at 6d. and 9d. each. They are soft yet very durable and are available in a variety of charming colours with daintily embroidered edges. Packed separately in transparent wrappers. **WHOLESALE & EXPORT ONLY.**

Jacquesl Fabrics Ltd

105/107 Princess St., MANCHESTER

London Agent: G. H. Bolton, 28 Falcon Sq., Aldersgate St., E.C.1



WANIE

8/- GROSS

The Blade for Every Razor!

Send for Samples to Dept. C.D.

**LONDON & PROVINCIAL
FACTORS, LTD.**

146 THEOBALDS ROAD, W.C.1

and at

16 WIThey GROVE, MANCHESTER

Enquiries from Irish Free State invited

Wholesalers are invited to apply for Trade Terms

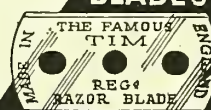
3/9

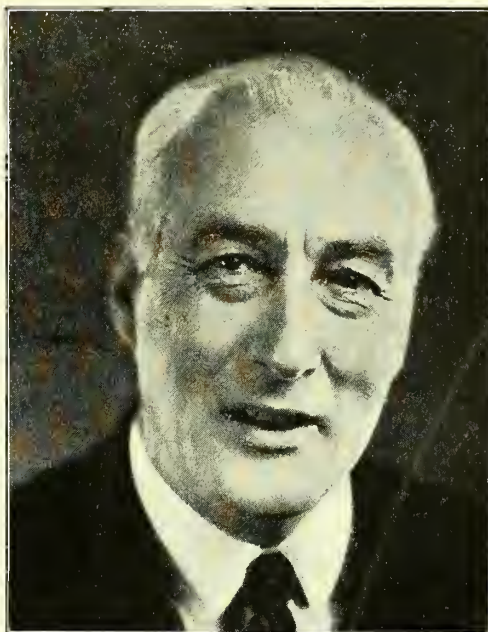
GROSS

**BRITISH
BLADES**

**HAND
HONED**

TIM





**"I'M BUYING MY DRESSINGS ON
POLICY INSTEAD OF PRICE IN
1935—FROM A HOUSE THAT IS
DOING EVERYTHING WITHIN
ITS POWER TO DESERVE MY
SUPPORT AND CO-OPERATION"**

● ADVERTISEMENT OF S. MAW SON & SONS LTD.—SURGICAL DRESSINGS
MANUFACTURERS OF REPUTE—7-12 ALDERSGATE STREET, LONDON, E.C.1



There are
4 GIBBS
BALL & BOX
PUZZLES
 each measuring
 5½ ins. square
 in full colours.

GIBBS

BALL AND BOX PUZZLES

BONUS OFFER

**Gibbs Ball and Box Puzzles free with your
 £2 minimum order for Gibbs P.A.T.A. Lines**

There are four different Puzzles—a chance of several sales to each family. To obtain them, many people who have never bought a Dental preparation of any kind from you, will come in and buy Gibbs. *New custom* which you can make permanent, for Gibbs Puzzles are good advertisements—persistent reminders in the home.

If you have run out of stock of Puzzles, make your Gibbs Sale and tell your customers to send to us the Hygiene Certificate or leaflet enclosed in their Gibbs purchase, when we will send a Puzzle direct to them, post free.

Trade Orders are executed in strict rotation and, as usual with a Gibbs Offer, there is bound to be a tremendous rush.

Send in your order NOW

D. & W. Gibbs Ltd., City Soap Works, Wapping, E.1.

StaffAllenS



ESTD.



1833

Clove Oil

Ol. Caryoph. Ang. Opt.

An Outstanding Product

Distillation of Clove Oil was undertaken at Cowper Street about 1833, and StaffAllenS product has maintained the world-wide reputation it acquired ever since.

Write for sample
and price.

Stafford Allen & Sons

LTD.

ESSENTIAL OIL DISTILLERS,
COWPER STREET, LONDON, E.C.2

A A *



INDISPENSABLE

DISPENSING SERVICE!

*Packed in Sealed Non-Returnable
Standardized Fibre Cartons in the
Following Quantities Only*

1 oz. Packed 2 gross per case.	8 oz. Packed 6 doz. per case.
2 oz. " 1 " "	10 oz. " 4 " "
3 oz. " 1 " "	12 oz. " 4 " "
4 oz. " 1 " "	16 oz. " 4 " "
6 oz. " 6 dozen "	20 oz. " 3 " "

*"The
Perfect
Pair"*

Cap and Bottle
manufactured by

THE special U.G.B. process of Sterilizing by passing every single bottle through boiling distilled water and drying in super-heated filtered air has proved a boon to the busy dispenser.

Straight from sealed fibre dustproof cartons—ready for instant use—sparkling bright and scientifically sterile.

UNITED GLASS BOTTLE
MANUFACTURERS • LIMITED

The Largest Manufacturers of Glass Bottles in Europe.

40-43 NORFOLK STREET, STRAND, LONDON

Telephone: TEMPLE BAR 6680 (10 lines)

W.C.2

Telegrams: "Unglaboman, Estrand, London"

A BRITISH PRODUCT

GARDENAL

(TRADE MARK)

PHENYLETHYLMALONYLUREA



In Powder and
Tablets, $\frac{1}{4}$ $\frac{1}{2}$ 1 & $1\frac{1}{2}$ gr.

The most efficient
treatment in

EPILEPSY

Invaluable as a sedative in

CHOREA

PERTUSSIS

MIGRAINE

NEURASTHENIA

INFANTILE CONVULSIONS

MANUFACTURED BY

Literature on request

MAY & BAKER

LTD.

DAGENHAM, LONDON

Telegrams :
"Bismuth, London"

Telephone :
ILFORD 3060

“HARLENE”

HAIR GROWER & TONIC

In 3 Sizes

“CREMEX” SHAMPOO POWDERS

In Boxes of 7 Shampoos

“UZON” BRILLIANTINE

Liquid, 2 Sizes. Solidified, 1 Size

“HARLENE” WAVE-SETTING LOTION

In 2 Sizes

“HARLENE” CAMOMILE GOLDEN WASH

In 3 Sizes

“HARLENE” CAMOMILE SHAMPOO

In Boxes of 7 Shampoos

“ASTOL” HAIR COLOUR RESTORER

In 3 Sizes

“HARLENE” HAIR CREAM

In 3 Sizes

“HARLENE” SOAPLESS BRUSHLESS SHAVING CREAM

In 2 Sizes



**“Harlene-Hair-Drill”
For Healthy Hair**

“HARLENE” Toilet Preparations are ever increasing in popularity. Nearly 50 years' reputation for quality and efficacy make them real best sellers the Country over.

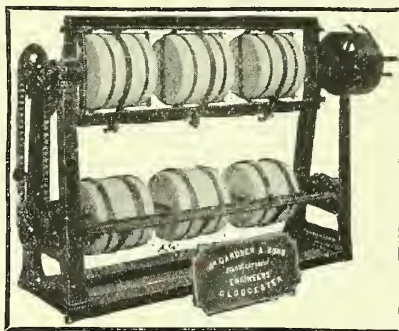
Our 3 new lines, “Harlene” Hair Cream, “Harlene” Soapless Brushless Shaving Cream and “Harlene” Camomile Shampoo, now being boomed by an extensive Advertising Campaign, are already in great demand.

See that you hold ample stocks to meet the demand in your district for these quick selling lines.

A postcard brings full particulars.

EDWARDS HARLENE Ltd.
20/26 LAMB'S CONDUIT STREET,
LONDON, W.C.1

**GRIND
YOUR
OWN
FINE**



CHEMICALS WITH GARDNER'S BALL OR PEBBLE MILLS

These Gardner Mills will reduce wet or dry materials to any fineness desired, without attention and on very low power. They are made with plain metal, lined with Porcelain, Silica or Rubber, or with Porcelain Pots, Steel or Porcelain Balls or with Pebbles.

Various sizes are made, in one or more cylinders, for reducing and mixing any number of different materials. A six-chambered Porcelain pot mill for fine Chemical powders, paste and solutions is shown above. Advice on correct plant, gratis and with pleasure.

WM. GARDNER & SONS (Gloucester) LTD.

Phone: 2288
(2 lines).

BRISTOL RD., GLOUCESTER

Grams: "Gardner,
Gloucester."

London Office: 19 Gray's Inn Chambers, 20 High Holborn, W.C.1.
Phone: Chancery 7347

CONSTIPATION and Abdominal Distension NATURAL CURE

THE apparatus as illustrated is devised to cure Constipation and Abdominal Distension and prevent their many destructive manifestations.

**Its
advantages
are:**

- It performs internal douching with the minimum inconvenience.
- It can be used in any lavatory.
- It does not cause pain or damage.
- It is for self-use by any person.
- It is equally useful for men and women.
- It is light and PORTABLE packed in Mackintosh Case.
- It is supplied with a rubber ring cushion for lavatory seat.
- The WHOLE OPERATION is performed while sitting on the CUSHION and it is done WITHOUT REMOVAL OF TUBE.
- A VAGINAL DOUCHE TUBE is supplied as an extra for women.
- It washes out the ENTIRE COLON and not just the rectum.

Write for BOOKLET entitled "CONSTIPATION AND OBESITY CURED" (giving full description of the functions of the Intestinal Tract in simple language).
Enclose 3d. in stamps for postage, etc., to:

EVAC-COLON

5 Great Marlborough
Street,
LONDON, W.1



RECOMMENDED BY THE MEDICAL PROFESSION
OBTAINABLE FROM ALL LEADING CHEMISTS

DISPLAY THE

VIC

**WRIST
SUPPORT**

With Elastic
Fastening
Pat. No. 410258

*Comfortable to wear,
stays "put," and does
not impede play.*

Sole Manufacturers: Grout
& Co., Ltd., 35 Wood Street,
London, E.C.2

HOT WATER BOTTLES

HANCOCK'S HANDMADE HOT WATER BOTTLES are built for service under the most exacting conditions. Only the strongest fabric and the best quality rubber are used. The seams are specially reinforced and solid stoppers are fitted. There is 120 years' experience behind each bottle. Made in Red or White. Hancock's are also manufacturers of the finest quality Moulded Bottles in varieties of colours plain or marbled.

Write for name of Stockists.

JAMES LYNE HANCOCK LIMITED

THE FIRST RUBBER FACTORY IN THE WORLD
266 GOSWELL ROAD, LONDON, E.C.1

FOUNDED 1820
Phone: Clerkenwell 4410-4412 Grams: Masticator, Barb, London

"STERAID" Regd. Dressings

Patent No. in Great Britain
221761/1924 and patented in all
the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only the amount required is withdrawn and cut off. The remainder is not exposed

GAUZES.					LINTS.		
Minimum Public Prices		Minimum Trade Prices			PLAIN and BORIC.		
Each		Per Doz.			Min. Public Prices	Min. Trade Prices	
6-yd.3-yd.1-yd.	6-yd.3-yd.1-yd.						
Sal Alembroth	} 2/0 1 3/4 -/9	17/10 11/2 6/4	Plain Absorbent	1/10 1/2 -/8 1/6	6-yd.3-yd.1-yd.	6-yd.3-yd.1-yd.	
Sublimate			Double Cyanide	2/1 1/4 -/9 1/2	18/2 11/4 6/5	2 in. wide	9d. each
Carbolic			Iodoform 5%	2/10 1/8 -/10	25/6 15/- 7/7	4 "	1/1 "
Boric			Picric			6 "	1/6 "

ORDER THROUGH USUAL WHOLESALE.

ROBERT BAILEY & SON LTD., Marriott Street Mills, STOCKPORT

Phone: Stockport 3466 (2 lines).

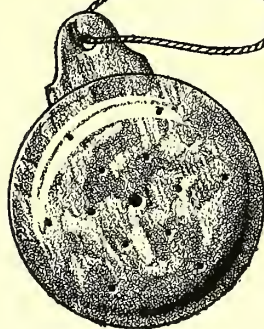
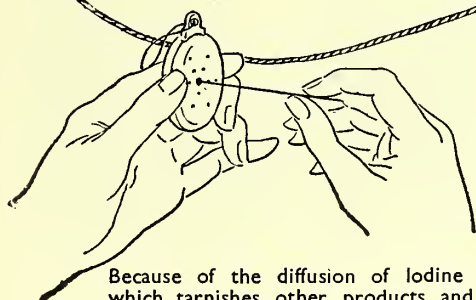
London Office: Sentinel House, Southampton Row, W.C.1

Wires: "Undisputed, Stockport."

AN IODINE LOCKET

The chemist can DISPLAY

It does not evaporate
while in stock



Because of the diffusion of Iodine Vapour, which tarnishes other products and display matter nearby, chemists have had to deny themselves the profitable sale of Iodine Locketts. Now "Canda" has solved this problem for the chemist—providing a perfectly safe Iodine Locket to stock and display. It will not diffuse vapour until the actual iodine container (beneath a wad of cotton wool) is pierced with a pin by the customer or chemist. Use only the centre hole of the Locket for this purpose. "Canda" Iodine Locketts are guaranteed safe for 6 months while in stock. The Iodine Locket has proved itself a valuable and efficient prophylactic against colds and catarrh. Suspended round the neck, concealed beneath the clothing, or pendant below the mouthpiece of a telephone, it remains effective for a period of 9 to 12 months. It is becoming increasingly popular—sold by post—and now the Chemist, too, can profit from direct sales with this novel "Canda" patent.



IODINE LOCKET

PROV. PAT. 14468/34

Moulded locketts in 7
assorted colours. 1 dozen
in display outer with
showcards and leaflets.

Prices:

8/- per dozen

7/9 " "

(3-doz. carriage paid)

7/6 per dozen

(gross lots)

Display this line and see how easily it sells. Good show material
available. Steady profits certain.

Obtainable from your usual Wholesalers, or direct from the
Manufacturers and Inventors;

CLAY & ABRAHAM, LTD., Manufacturing Chemists, LIVERPOOL

To be worn
as a locket



It can be sewn
or pinned
to an undergarment



A simple precaution
against infection



Established 1813

APPLIANCES

OF QUALITY

MADE TO
YOUR CUSTOMER'S
SPECIAL
REQUIREMENTS

TRUSSES
ABDOMINAL BELTS
ELASTIC HOSE
SUSPENSORY BANDAGES
SHOULDER BRACES
ETC., ETC.

Sole Concessionaires for
THE CELEBRATED CREPE
VELPEAU BANDAGES

THE
R. H. HEWARD COMPANY,
CROWN ROAD WORKS,
TWICKENHAM

Telephone:
Popesgrove 2094

Telegrams:
Beltruss, Twickenham

KUTTEEL

*The Vest Pocket
First-Aid Outfit.*

For Cuts, Wounds and Sores of Every Description.
Instantly Stops Bleeding. Relieves Soreness.
In Screw-capped bottles, complete with brush,
9d. per bottle. Double size 1/3

SELLS AT SIGHT

Price: 6/- per card, containing one dozen neatly cartoned
bottles.

Thornton Pharmaceutical Laboratories
LIMITED
THORNTON, BLACKPOOL

WILLIAM MATHER, LIMITED

DYER STREET, MANCHESTER.

(Established 1826)



ZINC OXIDE and RUBBER ADHESIVE PLAISTER
ON SPOOLS.

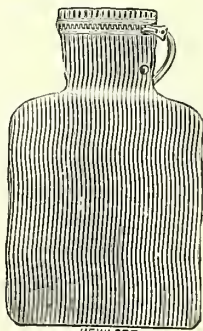
POROUS PLAISTERS. ELASTIC PLAISTER BANDAGES.
ANTISEPTIC PLAISTER DRESSINGS, "CROCUS" CORN
COMFORT, Etc.



You need only stock
the full range of
Southall's Sanitary
Towels to satisfy the
needs of all of your
customers.

- The "ORIGINAL" and most popular.
- The "CELTEX" soluble, easily disposed of.
- The "K" made entirely of absorbent cotton wool, with very soft cover.
- The "COMPRESSED" for travelling. A very popular line.

SOUTHALL BROS. & BARCLAY LIMITED, BIRMINGHAM



The IMPROVED "CHARLOTTE" (regd.) HOT WATER BOTTLE COVER

WITH ZIPP FASTENER

STOPPER COMPLETELY COVERED NO RISK OF BURNS
OPENED INSTANTLY TO FILL OR EMPTY BOTTLE

Sizes	10" x 6"	10" x 8"	12" x 8"	12" x 10"
	14/3	15/9	17/3	19/-

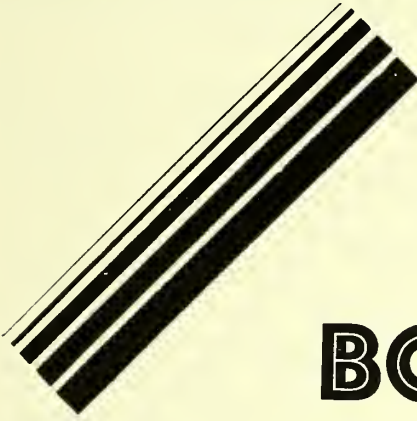
doz. net.

To fit the moulded hot water bottle, size 11½" x 8", 18/- doz. net.
The **ONLY SATISFACTORY** hot water bottle cover on the market.

Supplied in Pink, Light Blue, Dark Blue and Orange Corduroy.

Manufactured only by

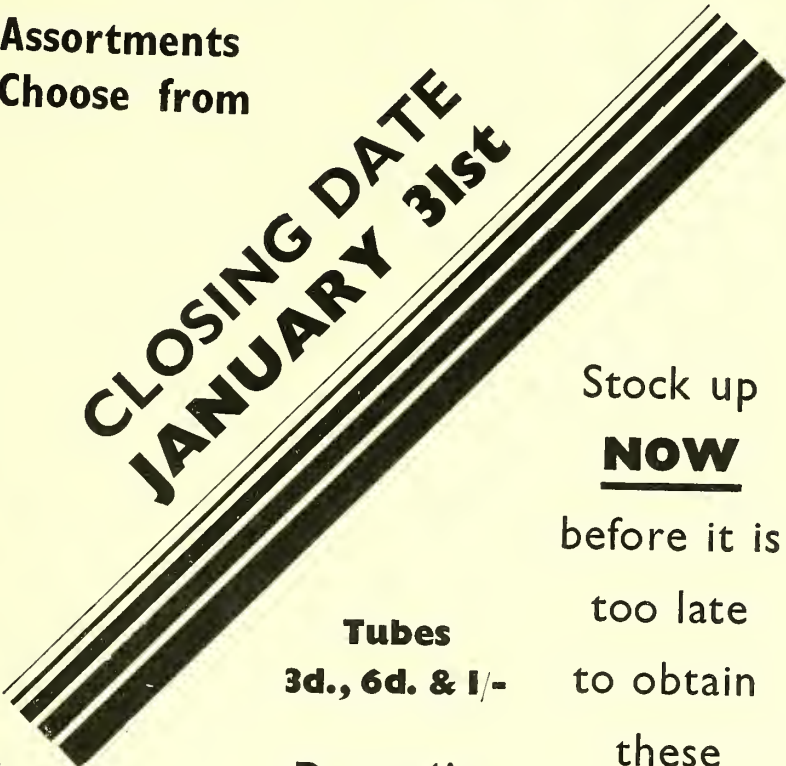
C. J. HEWLETT & SON, LTD., 35/42 Charlotte St. LONDON, E.C.2.



GLYMIEL JELLY

BONUS PARCELS

7 Assortments
to Choose from



**CLOSING DATE
JANUARY 31st**



Stock up
NOW

before it is
too late
to obtain
these
**BONUS
TERMS**

Tubes
3d., 6d. & 1/-

**Decorative
Jars 2/6**

Sole Wholesale Agents:

Telephone :
MUSEUM 5440

Sanger's
LIMITED

Proprietors :
Osborne, Bauer &
Cheeseman, Ltd.,
42 Hampstead Rd.
London, N.W.1

258 Euston Road, London, N.W.1

THE SUPER BADGER BRUSH CO. LTD.

Managing Director: H. LOCISE

WHOLESALE & EXPORT

SHAVING BRUSH MANUFACTURERS OF EVERY DESCRIPTION

95 Upper Clapton Road, LONDON, E.5

Telephone: Clissold 2707.

Telegrams: "SUBRUSCO, HACK, LONDON."

Cables: "SUBRUSCO, LONDON."

HIGHEST QUALITY — KEENEST PRICES

ENQUIRIES INVITED

Louis de Luxe Products

ALL TOILET PREPARATIONS

PROPRIETORS:

Low, Son & Haydon, Limited

5 GT. QUEEN ST., LONDON, W.C.2

COURT

TELEPHONE: HOLBORN 6410

EST. 1790

PERFUMERS



SHAVING AND TOOTH BRUSHES

EDWARD HACK,

69 FARRINGTON ROAD, LONDON, E.C.1

Telephone: HOLBORN 1000, 6000 and 9000



SHADEINE

FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.
 Trial size 8d., per doz. ... 6/-
 1/4 size, per doz. ... 12/-
 2/8 size, per doz. ... 24/-
 3/8 size, per doz. ... 36/-

The SHADEINE Co., 58, Westbourne Grove, London, W.2

QUICK-SELLING!

— and a big money-maker!

Stock up with Pifco Sharpex razor blade sharpeners! There is a definite demand for this simple—and inexpensive—instrument a saver of time and money. Sales are rapidly increasing all over the country. Without Pifco Sharpex your shaver's stock is definitely incomplete.

Order up to-day. De luxe 3/6 each. Popular 2/- each. Subject to usual PIFCO trade discount.

PIFCO LTD., Shudehill, Manchester, or 150 CHARING CROSS ROAD, LONDON, W.C.2



OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars:—

C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.
 50 HIGH STREET, BARNET, LONDON, N.

WE CAN HELP YOU

in furnishing you with Surgical and other sundries to give a high average profit!

Enquiries will receive our prompt expert attention

REYNOLDS & BRANSON Ltd., 13 Briggate, LEEDS 1

Telegrams: REYNOLDS Leeds Telephone: Leeds 20046

OTEG EGG PRESERVATIVE

Store eggs dry in box for 10 months

Sold by Harrods, Bakers, Selfridges, Boots, Timothy White's, etc.

SOZOL (1924) LIMITED,

Dashwood House, Old Broad Street, London, E.C.2.

ENGLISH OIL OF CAMOMILE

(ANTHEMIS NOBILIS)

From Plants Grown on My Own Farm

R. W. B. STARKE

The CHESTNUTS FARM, EYE, SUFFOLK

Also ENGLISH CAMOMILE FLOWERS

F. MAUND & E. BERG (SHOWCASES) Ltd.

SHOPFITTERS & SHOPFRONT BUILDERS

175/9 OLD STREET, LONDON, E.C.1

Telephone: Clerkenwell 1782/3

are offering for sale, at competitive prices, an extensive and exceptionally full range of Chemists' Fittings, Second-hand and New.



FOR BETTER BOTTLES
 -better see BARNETT!
 SPECIALISTS IN TOILET BOTTLES!

WHOLESALE ONLY

JACK L. BARNETT, LTD.

18 Basinghall St., Leeds, 1

Phone: 28447

Harry Foot,

66 HANOVER STREET, LIVERPOOL 1
 Telephone No.: ROYAL 202.

Begs to state the old time Brands are still to the front, Belle of the Ball, Pink Dominoe, Securite, Solo, Nap, Red Cross, LATEX, DEBOL Paragons.

Prices and Samples on application.

From the usual Wholesalers or direct—

Hobson's Choice

FEET PLAISTERS POWDERS

HOBSON, TRIMBLE & CO. LTD.
 11 Union St., LEEDS.

EXPORTERS!

Get your share of South Africa's present unexampled prosperity and growth. The country is on the eve of enormous commercial expansion. Advertise in the "AFRICAN CHEMIST & DRUGGIST," published in Johannesburg; established fourteen years, and read by all Pharmacists in business South of the Equator. Tariff, etc. from P.O. Box 543, Johannesburg, or 231-2 Strand, London, W.C.2.

FREE and POST FREE NEW GO-RE-GA CARD

Display it and increase your sales

THOS. CHRISTY & Co., Ltd., Old Swan Lane, London, E.C.4

Soon your customers will be asking for

BRODES

BRAND

MALTED YEAST TABLETS

Large Advertising Campaign commencing with full page in the Daily Mail on March 2, and continuing in all leading Newspapers and Periodicals

11/3 per doz.

13 to doz. for 1 doz.

Bonus of 4 for 3 doz.



BRODES
(BRAND)
MALTED
YEAST

a scientifically prepared product, having all the advantages of these two valuable and health-giving commodities.

BRODES (BRAND) MALTED YEAST is both a Tonic and Restorative. It feeds and nourishes the tissues, at the same time removing those impurities which impair the System and cause ill-health.

"Contains no drugs or preservatives."

BRODES PRODUCTS, LTD.
6 Broad St. Place, London, E.C.2

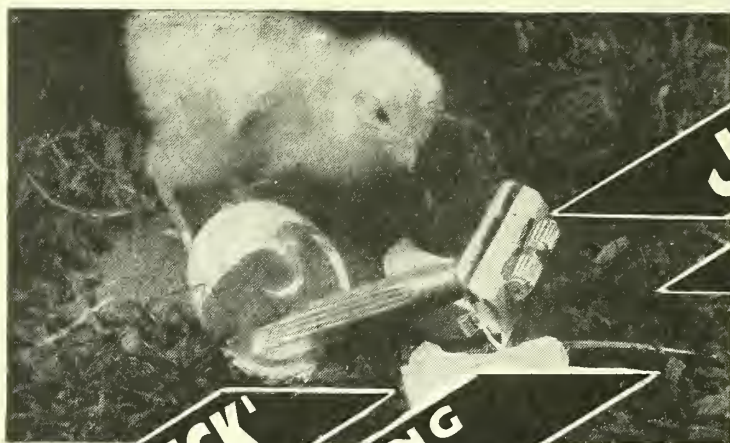
Distributors for U.K. and Irish Free State

THOS. CHRISTY & Co. Ltd.
4-12 OLD SWAN LANE, LONDON, E.C.4

Telephone: Mansion House 9931 (3 lines)



The 1/3 Bottle contains 1 month supply



**JUST
HATCHED!**

**'KING DICK'
OSCILLATING
RAZOR**

Pat. Nos. 324786, 407315, others pending.



DISTRIBUTED THROUGHOUT THE
BRITISH EMPIRE BY
REILLY & MARRIS, LTD.
SHELL MEX HOUSE,
STRAND, LONDON, W.C. 2,
England

THIS "Precision-built" razor manufactured by a famous engineering firm offers to the trade a remarkable opportunity to satisfy the big demand for a really satisfactory oscillating razor. Your customers will want the perfect razor. Make sure you have it in stock when they ask for it.

A FEW AREAS STILL AVAILABLE
TO LIVE REPRESENTATIVES

RETAIL PRICES: 10/6, 12/6, 15/-

Liberal Trade Discounts

BLADES 1/- for packet of 5
Reg. No. 786653



The Truth about **IODINE LOCKETS** for the Prevention of COMMON COLDS, INFLUENZA, and other GERM COMPLAINTS

THE idea of imprisoning solid Iodine in a stoneware locket, with a portion of the surface left unglazed, so that Iodine vapour could escape in a regulated manner by diffusion over a period of many months, originated with Dr. Goodfellow, of Chesterfield.

As a doctor he refused to patent or protect his invention. There have been many imitations, but not one of them on the diffusion principle, which is the only scientific method. James Pearson, Ltd., manufacture the lockets and other iodine devices, which are made under the personal supervision of Dr. Goodfellow, and are sold under the registered name of "Xodo." This has been done to protect the public against worthless imitations. There is no metal used in their construction for reasons which every chemist will appreciate. The New Health Society (Pres. Sir Arbuthnot Lane) investigated the merits of these lockets and our testimonials were submitted to their experts. They secured unstinted praise. See report, "New Health," December, 1933 (copy free on application). One chemist (Messrs. A. Greaves & Son, Ltd., Chesterfield) has sold over 5,000, and still sells from 9 to 12 dozen per week.

BEWARE OF IMITATIONS

now so extensively advertised. An analyst reports on one of these imitations that the value of its iodine content is only one-twentieth of a penny. Copy of analysis on request. See "John Bull's" comments on these lockets, September 13, 1934. Get a small stock of "Xodo" Locketts now. They retail at 2/- and they make a very profitable line for enterprising chemists. We also make a small pendant that is sold at 1/-. Write for our new terms, showcards, dummy cards, and literature free. All postage paid. Get free particulars today from the sole manufacturers:—

JAMES PEARSON, Ltd., C.D.8, Oldfield Laboratories, Brampton, Chesterfield

AQUILOX

BRAND

Seaweed
TONIC
TABLETS



Special display offer during JANUARY

AQUILOX Brand Seaweed Tonic Tablets are nationally advertised in leading journals in addition to intensive Medical propaganda. 6" spaces are definitely appearing in the following: *Practitioner: Medical World: Punch: Tatler: Daily Express: Daily Telegraph: Times: Nash's Magazine: The Lady: Harper's Bazaar: Wife and Home: Woman and Beauty: Miss Modern: Woman's Own: Film Fashionland: Passing Show: True Story: Tit-Bits: Pictorial Weekly: Everybody's Weekly.* **AQUILOX** Tonic Tablets are the outcome of 30 years' experience, and until now have been distributed mostly to Doctors and Institutions.

THE PUBLIC WANTS THEM

Sales are growing because **AQUILOX** Tablets have already proved their effectiveness. Here is the formula, which shows you that **AQUILOX** is a natural and safe remedy:—

Ulva Latissima, Rhodymenia Palmata, Laminaria Stenophylla, Chondrus Crispus aa 20%, *Laminaria Digitata, Fucus Vesiculosus* aa 10%.

Display Carton containing—

100's	3 × 7/6	£1 2 6
50's	5 × 4/-	£1 0 0
25's	8 × 2/6	£1 0 0

Less 25% 15 7

£2 6 11

Less Extra 10% during january 4 8

£2 2 3

Less 2½% for Cash 1 1

£2 1 2

Showcards and Advertising material supplied.
Obtainable through your wholesalers or direct:

CRESCENT PREPARATIONS CO. Ltd.

27 OLD BOND ST., LONDON, W.1

Telephone: Regent 1524

NATIONAL ADVERTISING BEGINS IN A *WEEK'S TIME!

Dress your window now and get 100% results from the advertising campaign. And reinforce your window display by putting this striking show-counter at eye level.



A week from now, Macleans will launch another of those quick-selling campaigns which have made their lines famous—this time for Rheumatic Rub. This product has already been tested out in areas hard-hit by the economic depression, where the odds were all against success. Yet sales have kept up and business increased to such an extent that in a few days' time, at the height of the "rheumatic" season, we shall be advertising in the most influential national and provincial newspapers in the country. Chemists who know how inevitably quick sales and generous profits follow a Maclean campaign will want to keep up their stocks. And Rheumatic Rub will bring steady repeat business for it has been acclaimed by leading pharmacists as one of the best specifics of its kind on the market today!

MACLEANS

BRAND

RHEUMATIC-RUB

BREAKS THE CHAINS OF RHEUMATISM

★ Order your stocks today.
Prices: Small size 11/6 per doz. Retail 1/3. Large size 28/- per doz. Retail 3/-.

Macleans Ltd., Gt. West Rd.
Brentford, Middx.

Phone: Ealing 6616.

Wire: Macleans Brentford.

Strong Selling Points for

**BONUS TERMS
NATIONAL ADVERTISING
60 YEARS A HOUSEHOLD WORD**

Potter's

ASTHMA & CATARRH REMEDIES

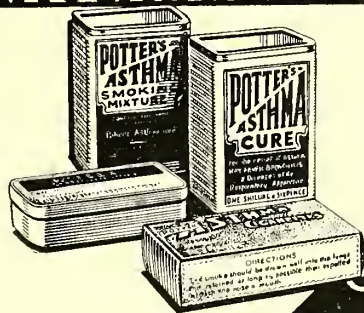


BONUS TERMS

POTTER'S ASTHMA REMEDIES
and CATARRH PASTILLES

On orders for 6 doz. Potter's Asthma Remedies and / or Catarrh Pastilles we offer a bonus discount of 5% (Journey account, or if no journey, monthly account) in return for a window display of these goods. The prices of Potter's Advertised Remedies are:

Potter's Asthma Cure 14/- doz.
Potter's Asthma Cigarettes 14/- doz.
Potter's Smoking Mixture 7/- doz.
Potter's Catarrh Pastilles 11/- doz.



POTTER & CLARKE LTD
60 ARTILLERY LANE,
LONDON, E.1
77 DANTZIC STREET,
MANCHESTER 4

• SHOW & SELL THESE PROFITABLE LINES •



*Designers & Makers
of
Quality Glassware
for
Perfumery.*

ESTABLISHED 1828

**WOOD BROS. GLASS CO.
LIMITED**

BARNSELEY

ENGLAND

★ *A New C. & D. service*



**OF PRACTICAL
VALUE TO
EVERY CHEMIST**

★ More sales through the window can be obtained by the use of a suitable showcard than by any other method.
The C. & D. "six-card" scheme (six topical showcards specially designed for chemists) is already a success.

PRICE 2/6 PER SET POST FREE

The
CHEMIST AND DRUGGIST

28 ESSEX ST., LONDON, W.C.2

Telephone : Central 6565 (8 lines)



The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

JANUARY 12,
1935

28 ESSEX STREET, LONDON, W.C.2

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers' Section) for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 lines).

Telegrams: "Chemicus, Estrand, London."

CLOSING FOR PRESS

must reach us
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for
insertion in this Supplement

ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—LONDON, S.W.—Middle-class Business with N.H.I. and Kodak Agency; established over 40 years; returns under management exceed £2,200; Chartered Accountant's figures; long lease; stock worth between £700 and £800; price to be arranged.

2.—GOLDERS GREEN.—General Retail Business in main road; returns in the neighbourhood of £2,000 per annum; small shop well fitted and stocked; flat available if required; price £950 or near offer.

3.—LONDON, E.C. (for immediate disposal).—Old-established business; returns exceed £2,000 per annum with scope for large increase; main road position; stock and fixtures worth about £650; for an early sale the Vendor will make a sacrifice.

4.—N. LONDON.—Old-established business; returns 1934, £1,475 with gross profit £642; double-fronted shop; rent £125 per annum; sublet £91; price for a quick sale about £400.

5.—CROYDON.—Middle-class Retail and Dispensing Business; established 34 years; average returns £1,200 per annum; net profit £300 per annum; stock and fixtures worth £550; net rent £21 10s. per annum; new 21 years' lease; price £625; genuine reasons for sale.

6.—LONDON, N.W.—Working-class Retail and Dispensing Business; returns 1934, £840 with net profit £260; stock and fixtures worth £400; modern double-fronted corner shop; rent £55 per annum; about 18 years' lease unexpired; no reasonable offer refused.

7.—RICHMOND (NEAR).—Dispensing and Family Retail business; returns 1934, £1,674; Accountant's figures; rent £75 per annum; sublet £66; held on lease; price £950 all-at.

8.—STREATHAM (NEAR).—Middle-class Business with N.H.I.; present returns £20 weekly, under management; gross profit 35 per cent. to 40 per cent.; modern double-fronted shop; rent £75 per annum; 21 years' lease; price £450 which is less than the value of stock and fixtures.

9.—N. LONDON (Death Vacancy).—Middle-class Business with small amount of N.H.I.; very old-established; present returns, under management £20 weekly; good prices obtained; excellent house with garden; long lease; stock and fixtures worth £554; open to offers.

10.—LONDON, E.—General Retail Business with Kodak and N.H.I.; returns 1933, £1,875 under management; net rent £35 per annum; price asked £1,200.

11.—EAST COAST.—Old-established business producing net profit of about £1,000 per annum; good house; long lease; price about £3,750.

12.—SURREY.—Good-class Family Retail and Dispensing business with small Optical connection; returns 1934 approximately £2,200, which is an increase on last year; net profit 1933 £602; living accommodation, garden and garage; price asked for business £1,450; property must also be purchased.

13.—KENT.—Unopposed country business with Wireless and Tobacco; returns approximately £1,200 per annum with net profit £300; very good house with ½-acre garden, tennis court and orchard; property worth about £1,400, a substantial proportion of which could be raised on mortgage; price required for business about £800.

14.—NORFOLK.—Good-class Business occupying premier position; established 1895; returns under management exceed £1,900; stock and fixtures worth £820; good house; rent £100 per annum; rates £35 per annum; price about £1,250 or valuation terms entertained.

15.—SURBITON (NEAR).—Middle-class Business for immediate disposal; returns last year £1,580, with gross profit one-third; net rent £65 per annum; held on renewable lease; stock and fixtures worth £650; price asked £950.

16.—BERKSHIRE.—General Retail Business with Ardens Agency; increasing turnover, present rate £20 weekly; good prices; stock and fixtures worth £550; modern house with garden and shed; rent £80 per annum; long lease; terms, valuation of stock and fixtures plus small premium for goodwill.

17.—CORNISH COAST.—Good Middle-class Business with small Optical connection; returns 1933, £2,355; Accountant's figures; net rent £78 per annum; long lease; stock and fixtures worth £1,170; price asked £1,050.

18.—BRISTOL.—Cash Retail Business; N.H.I. exceeded 5,000 last year; returns 1934, £830 with gross profit £363 and net profit £259; net rent 17s. 6d. weekly; premises may be purchased or lease will be granted; price about £450.

19.—KENT COAST.—Drug Store; returns about £20 weekly; double-fronted shop with 5-roomed house and garden; held on lease at low rental; price for early sale £350.

20.—MIDLANDS.—Middle-class Business; established 1894; returns exceed £2,000; gross profit 35 per cent.; stock and fixtures worth about £1,050; property may be purchased or lease will be granted; offers invited.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

Ernest J. George & Co.

Lancashire and District Representative: Mr. E. Brown, 21 Davenport Road, Hazel Grove, Stockport.

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) WEST END.—Prominently situated old-established business, with abundant scope for increase under personal proprietorship; present returns approximately £3,250 per annum; little opposition; valuation terms accepted, with an agreed sum for goodwill; stock can be adjusted to suit purchaser's requirements.

(C2) SOUTH DEVON.—Good profit-earning business situated in important seaport town; turnover for 1933-34 financial year, £1,568; net profit £460; living accommodation if required; reasonable rental; long lease; no near opposition; price £1,350.

(C3) CORNWALL.—Attractive up-to-date pharmacy, situated in main street of popular seaside resort; turnover for last financial year £2,355; optical connection; net profit approximately £500; accountant's figures available; small flat above at present sub-let; reasonable rental; price £1,650, including stock and fixtures estimated at £1,170.

(C4) BRISTOL.—Easily conducted middle-class business, with large N.H.I.; returns for 1934 financial year, £830; net profit £259; low overheads; good scope for further increase; price £450 all-at; owner purchasing a larger business.

(C5) LONDON, S.W.—Old-established main-road business, with exceptionally good scope for substantial increase; in present hands 26 years; certified turnover for 1932-33 financial year, £1,831, with net profit £464; during the past twelve months the returns have fallen owing to acute health disability, but the business can be quickly resuscitated, particularly with the introduction of N.H.I. dispensing, not at present in operation; rent £91 10s. per annum, including large self-contained house; lease 21 years; open to offer.

(C6) WEMBLEY (NEAR).—Attractive modern pharmacy, with good six-roomed flat above; turnover approximately £33 per week, and steadily increasing; all modern conveniences; price by arrangement.

(C7) LONDON, S.E. (DEATH VACANCY).—Progressive, attractive modern pharmacy, for quick disposal; present turnover upwards of £1,500 per annum, and steadily increasing; rent £100; lease 19 years; flat available if required; reasonable purchase price.

(C8) NORFOLK.—Genuine market town business, with good living accommodation, for quick disposal; turnover (certified) for 1933-34 financial year, £1,760; returns from March to October this year amounted to £1,072; every investigation welcomed; rent £80; reasonable purchase price.

(C9) WESTERN CITY.—Established middle-class business, with good D. & P. connection; turnover upwards of £1,700 per annum; good

Bank Chambers, 329 High Holborn, London,

Telephone Nos.: Holborn 7406 & 7407 (2 lines)

W.C.1

15 Bridge Street, Walsall

Telephone: Walsall 3774

living accommodation; rent and rates £120; lease 26 years; price £1,200 all-at, including stock and fixtures estimated at £800.

(C10) CAMDEN TOWN.—Working-class business, with excellent opportunities for increase under personal proprietorship; turnover for 1933-34 financial year, £1,166; net profit to owner-proprietor approximately £300; lock-up shop; rent and rates £78; price £450, including stock £200; splendid opportunity for chemist with limited capital.

(C11) LONDON, N.—Attractive main road corner pharmacy, with sub-post office, and good living accommodation; present returns approximately £20 per week, exclusive of P.O. salary; no near opposition; and abundant scope for extensive development; price £600 or near offer; early sale desired, owing to ill-health.

(C12) LONDON, S.W.—Attractive modern pharmacy, unopposed, with small flat above, situated in high-class residential area; turnover for 1933-34 financial year, £2,228, and steadily increasing; excellent dispensing connection; price about £1,400, including stock and fixtures £1,000; offers considered.

(C13) SUFFOLK.—Unopposed business situated in small seaside resort; turnover approximately £1,150 per annum; net profit £350; low rental, which includes living accommodation; price £750, including stock approximately £350; open to offer.

(C14) ROMFORD (NEAR).—Prominently-situated main-road business, with excellent profit-earning capacity; net profit for last financial year upwards of £550; rent £50, including good living accommodation; scope for further development; price about £1,600; offers considered.

(C15) HOVE.—Established old-time pharmacy, situated in good-class residential area; present returns approximately £1,000 per annum, and steadily increasing; high profit rental and very low overhead expenses; good reasons for disposing; price £750 or near offer.

(C16) KINGSTON-ON-THAMES (NEAR).—Unopposed excellent profit-earning business, situated in populous middle-class area; present returns upwards of £30 weekly, and steadily increasing; very low rental; net profit approximately £450 per annum; price £950; excellent opportunity.

(C17) KING'S CROSS.—Lock-up pharmacy, with good scope for development; present net profit approximately £300 per annum; rent £55; a quick sale is essential, and the first reasonable offer will be accepted.

(C18) WEST COUNTRY.—Up-to-date pharmacy, situated in progressive seaside resort; net profit upwards of £1,500 per annum; purchase price approximately £5,500, to include stock, fixtures, lease and goodwill; valuation terms considered; initial details will be forwarded to genuine prospective purchasers upon receipt of bankers' references.

VALUATIONS FOR ALL PURPOSES AT ECONOMICAL RATES.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—SOUTH COAST.—High-class Dispensing Business in splendid position; turnover £3,300; good profits; attractive Pharmacy, fully stocked; price £2,750; further details on receipt of banker's reference.

2.—HOME COUNTY (35 miles out).—Good middle-class Business in popular residential seaside resort; returns over £2,600; scope for increase; splendid position; stock worth £1,000; price £1,600.

3.—BRISTOL.—Light Cash Retail with N.H.I. and Kodak Agency; returns last 3 years average £900; net profit £250; rent £78, sublet £32 10s.; price, including £250 stock, only £450.

4.—KENT COAST.—Light General Retail with good Photo connection; returns over £900, increasing; attractive shop, with modern house; excellent stock; price £550 or near offer.

5.—MARLOW (near).—Good-class Business; pleasantly situated; no near opposition; turnover £1,000, increasing; good house, garage, etc.; rent £80; stock and fixtures worth about £600; price £750 or valuation terms arranged.

6.—WEST MIDDLESEX.—Well-established Light Retail, in good main-road position; returns £1,700, net profit £450; rent £75, sublet £68; spacious double-fronted shop, well stocked; leaving trade; price £1,000.

7.—RAYNES PARK (near).—Good-class Suburban Business, in growing district; returns about £1,500; modern pharmacy, with flat over; well fitted and stocked; price £850 or offer.

8.—LONDON, N.W.1.—Light Cash Retail with N.H.I., in thickly populated district; returns average £1,100 under manager; low rent; smart shop, modern fittings; price £500 or £250 plus stock at valuation.

BUSINESSES WANTED

We have a large number of genuine Cash Buyers seeking sound concerns showing from £300 to £800 net profit yearly, and intending vendors desirous of a quick sale, without any publicity, should communicate with us at once.

Lowest Terms for Stocktaking

Estab. 1870.

Telephone: Terminus 3574.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366

CHEMISTS' VALUER & TRANSFER AGENT

34 Marksbury Avenue, Richmond, Surrey

Gives personal, prompt, and confidential service in respect of BUSINESS TRANSFER, VALUATIONS for all purposes, ANNUAL STOCK-TAKING, MORTGAGE requirements, and in fact all problems affecting the retail pharmacist.

JOHN BRIERLEY, F.N.A.A.

THE RECOGNISED CHEMISTS' VALUER & TRANSFER AGENT
135 Queen Street, Newton Heath, MANCHESTER

Having recently disposed of several sound concerns, I urgently require more (anywhere) showing good returns. Genuine Buyers waiting. "Expert service." Personal attention. (Tel.: Failsworth 1913)

THE ART OF DISPENSING

Price 8s., by post 8s. 6d.

DISEASES AND REMEDIES

Price 5s. net, by post 5s. 3d.

Published by "The Chemist and Druggist"

28 Essex Street, LONDON, W.C.2

BUSINESSES FOR DISPOSAL.

THE ANNIS MEDICAL AGENCY Ltd.

51 SOUTH KING STREET, MANCHESTER, 2.

Blackfriars 2008.

The following businesses have all been inspected by us and can be recommended:—

689. **MANCHESTER RESIDENTIAL SUBURB.** Modern and exceptionally well-fitted shop for sale owing to retirement. Turnover, 1934—£2,176 including 450 N.H.I. scripts per month. Rent £100 per annum with long lease. Price: Stock £500, Fittings £350, Goodwill £800.
688. **MANCHESTER.** Middle-class district. Established two years; at present run by lady. Turnover £510 per annum. Rent £78, sublet £40 per annum. Good living accommodation. Reason for disposal ill-health and lack of capital. Very well fitted. Stock and fixtures at valuation, total approximately £275.
687. **PRESTON.** Well-established business. Cash turnover £16-£20 weekly. N.H.I. 250-350 monthly. Photographic £350 per annum, showing £200 net profit. Lock-up shop 16s. per week; self-contained flat above 25s. per week. Reasonable offer accepted.
686. **CHESHIRE TOWN.** Compact business in growing residential area. Turnover £20 weekly, including N.H.I. £9 per month and steadily increasing. No living accommodation. Inclusive rental 16s. per week on long lease. Nearest opposition one mile away. Stock £300, fixtures £100; accept £550 or near offer.

For the convenience of our clients, we are now prepared to undertake stocktaking and valuations at very short notice. Our terms are very moderate and the utmost care and attention is given to the work. Please write or telephone for further information.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra)

BIRMINGHAM.—Old-established corner Pharmacy near hospital; sale owing death proprietor; good working-class district; N.H.I. about £20 monthly; returns £800-£900, capable improvement, owing illness late proprietor; good accommodation; private entrance; price, stock, goodwill, fixtures and leasehold premises (including adjoining shop let at £32), £950. "B.," Southall Bros. & Barclay, Ltd., Birmingham.

BOURNEMOUTH.—EXCEPTIONAL opportunity; growing Chemist's business, rapidly developing main-road suburb; modern double-fronted shop, expensively fitted in mahogany; excellent house; new 21 years' lease or freehold £1,550 (mortgage, £1,400, transferable); established 15 months; turnover £21 weekly; accountants' figures; two doctors (one next door) support proprietor; good private Dispensing business; 700 prescriptions done first 14 months without repeats; 190 Health prescriptions done monthly; exceptional prospects; big sacrifice through breakdown in health; ordered complete rest; ingoing £400, s.a.v. (approximately £350). Griffiths Preese, Bournemouth.

BRISTOL.—Cash Business; N.H.I. 5,000 for last year; turnover £900; net profit last 3 years £268; Kodak Agency; business £200; stock at valuation (estimated £250); reasonable lease; rent £78 per annum, inclusive; sublet brings in £32 10s.; owner going into larger business; all books kept. M.P.S., 39 Claremont Road, Bishopston, Bristol.

CARDIFF Chemists' Business for Sale; that old-established and well-known branch of Frank Edwards, Ltd., 192 Cowbridge Road, Cardiff, at valuation of Stock, Fittings and Goodwill; long lease granted; this is a prosperous concern; about £2,000 capital required. For full particulars write Abbott & Orchard, 34 Windsor Place, Cardiff.

E. LONDON Branch business for disposal owing to exceptional circumstances; main-road corner site in excellent position; long lease; upper part sub-let; takings £19 per week, increasing weekly; good scope for N.H.I.; at present neglected; genuine opportunity for smart man to acquire this nucleus of a profit-paying business at a bargain figure; new front and interior fittings recently installed, cost £360, together with about £300 of new, clean saleable merchandise offered at the all-in figure of £450. Further particulars to genuine inquirers furnishing hanker's or other satisfactory reference. No agents. 254/201, Office of this Paper.

LANCASHIRE.—An Old-established Retail and Wholesale Business in a large town is for disposal; turnover £3,000 per annum; gross profit £770; audited accounts; price £1,750, including property; further details on application. 20/18, Office of this Paper.

LONDON, N.—Old-established Dispensing and Retail Business; turnover about £700 per annum; well stocked; rent £60 per annum; proprietor retiring; good opportunity for enterprising young man with small capital. Apply "Alpha," 20/11, Office of this Paper.

LONDON, W.3.—Shop in main-road position, few doors from General Post Office, recently closed through lack of capital, offers splendid opportunity to competent Chemist of grit and ability; fitted with latest type Photographic Plant; small stock of Drugs, etc.; nearly new fixtures and front; very moderate rent; a profitable business can soon be built up. Full particulars from Mr. Martin, 237 Gunnersbury Park, Popes Lane, W.5.

NORTH LONDON.—Owing to retirement, Chemist wishes to dispose of Old-established Business at value of stock and fittings only, which is approximately £300, for quick sale; first near offer secures. 19/46, Office of this Paper.

N.W. LONDON.—Established Business; in present hands 7 years; shop and dispensary on a very low inclusive lease, the rental being more than covered by N.H.I. fees; Kodak, Selo and Ucal Agencies; good working-class district, thickly populated; average turnover for last 3 years £1,160 p.a.; could be worked single-handed; well stocked with saleable goods; £325, s.a.v. 19/8, Office of this Paper.

W.1.—High-class Dispensing and Retail Business with Kodak, Selo and other agencies; numerous well-established own proprietaries; near hotels, clubs and B.B.C.; established over 50 years; 2,000 private prescriptions yearly; turnover £2,000 p.a.; high gross profit; long lease, reasonable rental; abundant scope for increase; stock and fixtures approximately £900; lease and goodwill by arrangement; further particulars to genuine prospective purchasers. 18/3, Office of this Paper.

BRANCH.—London, S.E.; lock-up shop; well fitted and stocked; nice neighbourhood; main road; owner cannot give adequate attention; energetic, capable management will greatly increase; part purchase price can remain. 20/8, Office of this Paper.

CHEMIST and Druggist's Business in first-class suburb in Edinburgh for immediate sale; capital required, inclusive of shop property, about £1,500. For particulars apply in writing only to Mackenzie & Fortune, Solicitors, 40 Melville Street, Edinburgh.

CHEMIST Business for disposal; growing trade; excellent fittings, facilities; London, W.1; C.A. figures and full details available; short lease, with option further 7 or 14 years. Apply P.C.B. 148/17, Office of this Paper.

DRUG Stores in pleasant S.W. Suburb; established over 60 years; no opposition or cutting; takings £1,100 per annum, increasing; new modern shop front; well fitted shop and clean up-to-date stock; small house; low rental; lease; must be disposed of at once through illness; no reasonable offer refused. 19/42, Office of this Paper.

DRUG STORES.—South-West Coast; lock-up shop; in rapidly growing suburban area; favourable lease; rent and rates £50 per annum; takings average £11 per week; Photographic Agencies; no near opposition; very good opening for Qualified man; price £150 and stock at valuation, about £125. 20/2, Office of this Paper.

GREAT Opportunity.—Branch Shop for Sale, under management for over 3 years; lock-up; in main thoroughfare, busy, in South-West Lancashire; rent and rates reasonable; turnover £1,300 last year, can be increased under ownership; lease can be obtained; price £750 or offer. Further particulars apply to 12/35, Office of this Paper.

OLD-ESTABLISHED South London Business for Sale; corner shop, with frontage to two roads; no immediate opposition; good general business and large National Health Insurance Dispensing; good living accommodation over and garage at rear; property in good order and fitted electric light; lease 10 years to run at a rental of £130 per annum, exclusive; average takings £33 per week. Apply P.C.B. 147/35, Office of this Paper.

£25 PLUS only what stock you wish to take over.—S.E. London, crowded position; nice little Drug Stores, lock-up, well fitted; same hands 12 years; books open for inspection; suitable Lady Chemist or Hygienic Stores; owner having other interests cannot now adequately supervise; trial allowed. Write for appointment, Walters, 7 Crescent Way, Brockley, S.E.4.

£800 SECURES Lancs Coast established business, with Optical connection (unopposed); double-fronted, main road, residential district; good living accommodation; only being offered due to illness; genuine inquiries only, please, with suitable references; chartered accountants' figures for the past six years; net profits £375; long lease; well fitted and stocked. 9/10, Office of this Paper.

BUSINESSES WANTED.

ADVERTISER wishes to purchase a Sound Business in Leeds or District, and would like to get in touch with a Chemist contemplating retirement, etc.; Optics optional; replies in confidence; references supplied. 17/19, Office of this Paper.

AN Old-established Company, having surplus funds for investment, is desirous of purchasing the business of a well-established Pharmaceutical or Toilet Proprietary Article. Reply, giving full particulars, to McKenna & Co., Solicitors, 31-34 Basinghall Street, London, E.C.2.

BUSINESS wanted, Midland or Western Counties, easily worked and in nice district; turnover £20-£25, excluding N.H.I.; living accommodation optional; moderate rent and rates; good lease, with renewal option; send full particulars, gross and net profits, goodwill, stock, etc. 19/26, Office of this Paper.

CHEMIST'S and Optician's Business required in Southern Counties; must take £2,500 per annum; good price paid for sound and profitable proposition; genuine buyer waiting. Coxill & Mitton, Business Transfer Specialists, 101 Old Christchurch Road, Bournemouth.

CHEMIST'S Business wanted soon, Home Counties, good locality; turnover £1,300-£1,500 p.a.; living accommodation necessary; reasonable rent; partnership with view to succession entertained. Full particulars in first letter: C. E. Beer, c/o Mrs. Whitton, 2 Penistone Road, Streatham, S.W.16.

DRUG Stores.—Advertiser requires position as Manager or Assistant with view to succession later on terms; middle- and working-class business; Midlands or South preferred, but not essential. Kindly forward full particulars, which will be treated in strict confidence, to 19/19, Office of this Paper.

PREMISES TO LET.

OLD STREET.—Very prominent position; large newly-built shop and dry concrete basement to be let on lease to suit tenant; no restrictions; suit almost any trade; shop front already installed; snip at £250 per annum exclusive. Apply Peter Deane, Ltd., 78 Green Lanes, Palmers Green, N.13. (Telephone: Bowes Park 3550.)

SLOUGH, High Street.—Commanding double-fronted shop; frontage 25 ft.; basement, large showroom and stockroom first floor; ground floor: stockroom and usual offices; best position in town, five roads converging to shop; present Chemists, Opticians and Photography; vacating March quarter; no premium on stock; rent £125; low assessment. Buckland & Co., 139 Uxbridge Road, West Ealing, W.13.

TRURO, CORNWALL.—Valuable Business Premises to Let upon long lease; double-fronted shop, 23 ft. wide, 63 ft. depth, with two floors above; principal shopping street. Apply Criddle & Smith, Ltd., Estate Agents, Truro.

PREMISES FOR SALE.

NEW Estate (800 houses) provides splendid opening for Chemist; large shops, excellent living accommodation; £1,500 freehold. Apply Hill, King & Co., 153 The Parade, High Street, Watford (Phone 2198).

APARTMENTS.

THE HAMPDEN RESIDENTIAL CLUB.

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

PATENTS.

HAIR Lotions and Creams.—British Patent 347126. Sterols activated by irradiation admixed with alcohol or suitable cream base forming tonic preparations. Patent is for sale or license on reasonable terms. Bromhead & Co., Chartered Patent Agents, 30 Ludgate Hill, London.

PARTNERSHIPS.

NORFOLK.—Wanted, Enterprising Pharmacist to invest in sound Middle-class Pharmacy; amount of capital immaterial; good references most essential; to take full control as Partner and Manager, with view to succession; turnover last 3 years average £2,000 per annum, accountant's figures; state salary required, copies of references, photo, and age. 20/12, Office of this Paper.

AGENCIES.

SELLING AGENTS wanted for Proprietary lines; good commission and exclusive territories. Call or write, Dytex Sales, Ltd., 199 Upper Thames Street, London, E.C.4.

APPRENTICES.

APPRENTICESHIP wanted with good-class Family Business; Part I of exam. taken. Hall, 1 Sutton Common Road, Sutton.

SITUATIONS OPEN.

RETAIL (HOME).

BRIXTON.—Permanency occurs for sober, reliable Qualified Man who is a good Window-dresser. References, which must be recent, must bear closest investigation; commencing salary will not be princely, but will carry a commission; and as the business is well situated, the vacancy offers good prospects for a man who studies his job. 20/20, Office of this Paper.

HAMMERSMITH District.—High-class business, Lady (Qualified) required; Quick Dispensing and Counter. Write, age, experience, salary, P.C.B. 148/26, Office of this Paper.

LONDON.—Qualified Assistant required shortly, with knowledge of Photography. Apply by letter, stating age, experience, when free and salary required, to the Secretary, Sbadforth Prescription Service, Ltd., 49 King William Street, E.C.4.

LONDON, S.W.—Assistant with knowledge of Proprietary Medicines and Toilet Goods for Drug Stock Room (age about 22 years). Write, stating particulars of past experience, to Box 117, Sells, Ltd., 14 Lancaster Place, W.C.2.

LONDON, S.W.2.—Young Assistant, with Optical Qualification and M.P.S., to open Optical Department; state full particulars of previous experience, age, etc., and salary required. 16/3, Office of this Paper.

LONDON, W.—Smart, gentlemanly, Qualified Assistant required (age about 30); must be a good Counterman; progressive position for the right man. Full particulars of experience and salary required to 19/7, Office of this Paper.

MANCHESTER.—Qualified Chemist required; state age, experience and salary (which must be moderate to commence). 21/3, Office of this Paper.

SOUTH DEVON.—Young Assistant wanted for Good-class Pharmacy (Lady or Gentleman); Dispensing and Counter; please give particulars as to age, height, experience and salary required, also if Qualified; photo if possible. 20/17, Office of this Paper.

ASSISTANT, M.P.S. (age 23 to 26; single), well trained in Dispensing and good-class Counter work, wanted. Apply by letter to F. S. B., c/o A. E. Hobbs, Ltd., 33 Mount Pleasant, Tunbridge Wells.

BODY'S PHARMACIES, Broadway, Southend-on-Sea, have Vacancy for Qualified Chemist and Optician; must be thoroughly competent Refractionist, J.C.Q.O., and possess good all-round experience modern Pharmacy; state full particulars first letter, experience, age, height, salary existing and required, when disengaged, and enclose recent photo.

JUNIOR Assistant (male), Unqualified; good general experience; must have good knowledge of Window-dressing; please give full particulars re age, salary, etc., in first letter; letters unanswered in 4 days respectfully declined. John, Chemist, 118 Cowley Road, Uxbridge, Middlesex.

LADY Assistant at once, Unqualified, for Toilet and Photographic Counter; good Saleswoman and Window-dresser, familiar with advertised Toilet Preparations and Seboll appliances (latter not essential). Apply by letter or 'phone, giving usual particulars, to Milner, Chemist, 209 Trafalgar Road, Greenwich, S.E.10.

LADY East Suburban Drug Store (20-30), good experience of Retail and Window-dressing; able to increase returns; good progressive berth for a worker (outdoor); no Sunday; last six years' experience and salary expected to Mr. Stevens, 19/41, Office of this Paper.

LADY, Qualified, for good-class modern business, London suburb; applicant must possess thorough general Retail and Dispensing experience, including sale of Beauty Aids, and ability to advise customers upon same (Cyclax, Innova, etc.); personality, pleasing manner, quickness and neatness and businesslike; interview essential. State age, full experience and salary; no addressed envelopes or stamps. 19/40, Office of this Paper.

LADY, Qualified M.P.S., J.C.Q.O.; must be competent Refractionist and possess good all-round experience in Superior-class Retail; Dispensing and Modern Toilets; congenial position and excellent prospects; state full particulars first letter, experience, age, height, salary existing and required, when disengaged, and enclose recent photo. Body's Pharmacies, Broadway, Southend-on-Sea.

M.P.S., SINGLE, with Optical knowledge, for Managing Branch Shop; Birmingham suburb; state age, height, experience and salary required. 19/31, Office of this Paper.

PERMANENCY for Smart Young Qualified Man for established branch shop; must be married; living accommodation available at low rental; salary £4 5s. and commission. State full particulars of experience, etc., age, when disengaged, with photo (returnable), to Moss, Chemist, Feltham, Middx.

QUALIFIED Assistant (25), male, wanted by West-End firm; half-day Wednesdays or Fridays, 2 to 7.30 p.m.; must be good Dispenser. P.C.B. 148/7, Office of this Paper.

QUALIFIED Chemist, Lady or Gentleman, required, elderly might suit; light duties and easy hours, in North London; part time might suit; write particulars, when free, hours available and lowest salary required, which must be moderate. Address BM/ETRE, W.C.1.

QUALIFIED Lady required to manage a small high-class business. Apply, with full particulars, to Mason, Chemist, 89 Acre Lane, Brixton, S.W.2.

QUALIFIED Manager for modern Pharmacy, residential neighbourhood (about 28); good personality essential; moderate salary. Give full particulars as to experience, references, salary required and photo (returnable), to C. E. Beveridge, 7 Railway Street, Chatham.

QUALIFIED Manager for new branch situated in East Ham district; write, stating experience, references and salary required; no country applications will be considered. P.C.B. 148/28, Office of this Paper.

QUALIFIED Manager wanted (27-30); good all-round experience in Buying, etc.; must be keen and conscientious, for high-class Pharmacy; single preferred. Coe, Chemist, Lymington, Hants.

QUALIFIED Young Lady, immediately, for one month. State age, salary required and references, Round, Chemist, Thornaby-on-Tees, Yorks.

THE Stockport I. and E. Co-operative Society, Ltd., 27/39, Cheshiregate, require the services of a Qualified Chemist as Branch Manager; either sex; wages £5 per week; accurate Dispensing and Photographic experience essential; energetic Counterhand and Window-dresser, etc. Application by letter only, stating age and experience, together with copies of two testimonials, to reach the Society not later than first post on Friday, January 18th, 1935, endorsed "Chemist."

By Order of the Committee,
S. LLOYD,
General Secretary.

TOILET Assistant for exclusive business; only those with really first-class experience in all leading Toiletries should apply; Salon Beauty Treatment experience an advantage. Apply, giving fullest details and photo if possible, to Wands, Chemists, 12 Haymarket, Leicester.

UNQUALIFIED Men and Juniors wanted for busy thoroughfare in East Ham; must be experienced, capable and have good references; state wages; London applicants only. P.C.B. 148/22, Office of this Paper.

YOUNG Unqualified Assistant, either sex, interested in Window-dressing; capable of producing and executing original ideas; with experience of Counter Work; London, S.W. Age, experience and salary desired to 9/160, Office of this Paper.

WHOLESALE.

COUNTRY Representatives who have a connection among Wholesale and Manufacturing Chemists required for carrying Summer Lines on a commission basis; for preference those Representatives who already carry winter lines. 19/22, Office of this Paper.

LONDON Firm requires Representatives with established connections amongst Chemists and Stores, to introduce attractive Counter lines in popular demand; must pass fidelity bond; part expenses and commission; state ground covered and lines carried. G. P. K., Ltd., 5/11 Theobald's Road, W.C.1.

ADVERTISING Assistant wanted by London Wholesale house for medical and trade propaganda; ability to write good copy preferable to knowledge of layout. Write full particulars in first letter, including age, experience, qualified or unqualified, salary required, to 254/197, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

ENERGETIC Salesmen (25-40) wanted for North of England and Scotland, to handle high-class Toilet Preparations selling to public at popular prices; small salary and liberal commission; every encouragement and backing given to genuine men with proved connections. 19/20, Office of this Paper.

FIRST-CLASS Salesman, with real experience of the trade, required for the provinces by well-known Manufacturers of Toilet Soaps and Perfumery Products; salary, commission, expenses. Send fullest details to 253/191, Office of this Paper.

MEDICAL Agency can offer a remunerative side-line to Representative calling on Doctors in North and Midlands; very little extra work involved. Apply, in strictest confidence, 254/196, Office of this Paper.

MEDICAL Representative required, London area; salary and expenses. State experience and qualifications to B., 253/193, Office of this Paper.

OLD-ESTABLISHED Manufacturers of Proprietaries require competent Salesman to carry their goods in London area as additional line; generous commission for right man; state details of territory covered. 253/195, Office of this Paper.

REPRESENTATIVE, experienced in Perfumery trade, required for Midlands; good connections essential; car owner preferred. Reply 18/7, Office of this Paper.

REPRESENTATIVES wanted by established firm of Soap Manufacturers in Scotland, already calling on Wholesale and Retail Chemists, London and the Midlands, to carry additional line in Shaving and Toilet Soaps; commission basis. References to 253/194, Office of this Paper.

REPRESENTATIVES wanted, with established connections amongst Retail Chemists in all districts, England, Scotland, Wales, Ireland; applicants must be capable of pushing the sale of a speciality product and have definite personality and selling ability. Write in confidence, full particulars, age, experience, territories and salary expected, Efadelle Ltd., Nelson Street, Newcastle-on-Tyne.

REPRESENTATIVES, with high-class connection (outside London) amongst Chemists, Beauty Parlours, Hairdressers, seeking sidelines on commission only are offered range exquisite Nail Lacquers, etc. Write, giving particulars ground covered. 254/200, Office of this Paper.

SUGAR-COATER and Tablet Maker. Apply, with full particulars and wages required, to Buckley-Bowker Tablet Co., Ltd., 29 Parkfield Street, London, N.1.

THREE Speciality Representatives required for London; must have sound connection with the Retail Chemists' trade. Reply, giving full details of past experience, salary required, age, etc., to H., 253/192, Office of this Paper.

YOUNG Lady Typist wanted for Invoice work; must have had experience in the Chemical trade. Apply by letter, stating age, salary required, to 254/198, Office of this Paper.

YOUNG Men of smart appearance and initiative required in several districts by well-established house to call upon Medical Men and Dentists on salary and expenses basis; give fullest particulars, stating age and whether car available. 253/190, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.—ASSISTANT, Unqualified, seeks engagement; competent Salesman, Window-dresser, Dispenser; 3 years West End. S. Beer, 18 Palmerston Road, Plumstead, S.E.18.

A.A.A.A.—QUALIFIED Pharmacist (30), height 6 ft., smart appearance, desires permanent position in managerial capacity; splendid experience; good worker; excellent references; salary £5 5s.; Birmingham or London. Pharmacist, 26 Neville Road, Erdington, Birmingham.

A.A.—ASSISTANT (22), 6 years' experience, requires situation; excellent West End experience; Dispensing, Counter, Window-dressing, Photographic; references; disengaged; West End preferred. "K.", 47 Aldbourne Road, W.12.

A.A.—LOCUM or Permanent; tall; unregistered; good-class all-round experience; Photography; free; highly recommended. "Mac," Wotton-under-Edge, Glos.

A. GREAVES & SON, LTD., Chemists, Chesterfield, recommend Mr. W. W. C. Price, who, having just completed 4 years' Apprenticeship, desires post as Junior or Improver in good Dispensing business until October.

A COMPETENT Book-keeper requires progressive post; specialised Chemists' accounts; full sets books, salaries, correspondence; knowledge company work; suit limited company; moderate salary; good references. 19/30, Office of this Paper.

A QUALIFIED Manager, M.P.S., single, experienced in all branches, West End and London area; highest references; free shortly; quick and accurate Dispenser; good appearance, reliable. 19/28, Office of this Paper.

ADVERTISER (Unqualified, 42), tall; permanency or part-time; experienced, active, abstainer; disengaged. Mack, 18 Aycliffe Road, W.12.

ALL-ROUND, experienced, Unqualified man requires permanency (39); well recommended by high-class firms. "Energetic," 21 Disraeli Road, Putney, S.W.15.

AN Experienced Qualified seeks post as Manager or senior position (age 38); active, abstainer; 5 years' London experience, including West End; keen Photographer; moderate salary. "Chemist," 63 Elwood Street, N.4.

ANYONE requiring an Unqualified Assistant who is smart, hard working and has an excellent all-round experience should write to P.C.B. 148/18, Office of this Paper.

AS Manager or Qualified Superintendent; Optics (own test case), Photographic; disengaged; interview; moderate salary. Chemist, 66 St. Ann's Hill, S.W.18.

AS Manager or Senior, with prospects; any district; Qualified (36); wide experience; single; disengaged. 19/4, Office of this Paper.

ASSISTANT, Unqualified; all-round experience; Window-dresser; honest and trustworthy; able to take charge. Coope, 117 Wellgate, Rotherham, Yorks.

ASSISTANT, Unqualified; experienced Dispensing Counter, Photographics; part time or permanency, locum; disengaged. Write, C. G., 2A Yalding Road, Bermondsey, S.E.16.

ASSISTANT, Unqualified (25); reliable and conscientious; Optics, own complete equipment; Southern Counties preferred. "Statin," 197 Stornoway Road, Southend-on-Sea.

ASSISTANT (24), Qualified, single, seeks change; good-class Family Dispensing business preferred; excellent references; London experience. 20/9, Office of this Paper.

ASSISTANT (23), tall, referred Part II, requires situation; Photographic, Toilet. Bowler, 8 Second Avenue, Bath.

ASSISTANT (25), Unqualified; West End and all-round experience; good Window-dresser; London preferred. "C.", 44 Turneville Road, W.14.

ASSISTANT (38), Unqualified; 20 years' experience all branches; capable sole charge; business efficiency; sales promoter; 57s. 6d., progressive. "Reliable," 92 Wardend Road, Birmingham 8.

CHEMIST Book-keeper (Lady) seeks employment in good-class business; extensive experience in High-class Dispensing Business in Western district. Apply 17/21, Office of this Paper.

CHEMIST-OPTICIAN (24½, 5 ft. 9½ in., married); Manager or Assistant; Counter, Dispensing, D. & P.; own optical equipment if required; anywhere; disengaged. C. Ormston, M.P.S., M.I.C.O., "Waverley," White Lund, Morecambe, Lancs.

DISPENSING (Apoth. Hall).—Young Lady requires post, locum or permanent; Newport-Cardiff district preferred; general Dispensing experience. 19/18, Office of this Paper.

DISPENSER, Qualified as Chemist and Druggist in 1909; 50s. weekly accepted for comfortable post and reasonable hours. Harris, 12 Queen's Road, Tumbridge Wells.

DISPENSER (Young Lady, 20), Hall Certificate; shop experience; some Typing and Book-keeping; seeks position, Central London; matriculated; tall; good references. Miss Eastland, 48 Colney Hatch Lane, N.10.

DISPENSING (Hall Certificate); young lady requires position, Midland district; General Dispensary experience. Birch, 20 Granville Street, Leamington Spa.

EVENING Post; Qualified (28); West End experience; all branches; highest references; moderate; London. 18/17, Office of this Paper.

EXPERIENCED Lady (29), Unqualified, desires post in Devon; capable Dispenser, Window-dresser and Saleswoman; 5 years present post; highest references. G. Bawden, 29 Garlic Rea, Brixham, Devon.

EXPERIENCED Manager; disengaged; expert Dispenser, Prescriber; middle aged; abstainer; married; Scotch; good references. A., 39 Argyle Gardens, Upminster.

EXPERIENCED, Qualified, Manager (44); abstainer; disengaged 12th. Dunning, 28 Horsenden Crescent, Greenford, Middlesex.

LADY Dispeuser-Book-keeper (Hall) requires post, Midland district; Hospital and private experience; drive car. Philipps, Upper Wick, Worcester.

LADY Dispenser-Book-keeper (Hall) requires post; willing to take small salary to gain experience. Blackbond, Hockliffe, Beds.

MANCHESTER or Salford.—M.P.S. (37) requires Managership or Senior Assistant; experienced Dispenser, Window-dresser, Counter, Photographic and Prescriber; total abstainer; excellent references; energetic, conscientious; now free; accustomed managing. "Pharmacist," 19/24, Office of this Paper.

M.P.S., ELDERLY, desires post as Manager, Superintendent or Locum; expert modern business methods; moderate salary; view to succession or partnership entertained. Address, "Rhei," 20/15, Office of this Paper.

M.P.S., EXPERIENCED in all branches, requires permanent Manager or Assistant. 19/38, Office of this Paper.

M.P.S., RECENTLY Qualified (23), seeks appointment; used to taking charge; excellent references; Birmingham or near preferred. Gaze, c/o, 1126 Streatford Road, Birmingham 11.

M.P.S., SHORTLY retiring on small pension, wants employment, whole or part time, London or suburbs. 16/7, Office of this Paper.

M.P.S. (26), male, single, tall; Photographic, Dispensing, etc.; good references; disengaged shortly. 18/14, Office of this Paper.

M.P.S. (23) seeks situation with reputable Chemist-Optician; accept low salary in exchange for Tuition in Practical Optics. 14/11, Office of this Paper.

PART-TIME, in London; Qualified, elderly, active, reliable, abstainer; strictly moderate salary. Apply, "S.", c/o Whitton, 2 Penistone Road, Streatham Common, S.W.16.

PHARMACIST, M.P.S. (age 56); active, reliable and efficient; free 19th; £4 4s. weekly. Apply Frater, c/o St. Albans, Park Road, Swanage.

QUALIFIED, experienced all departments, seeks Managership with view purchase; West Sussex near coast preferred. 20/5, Office of this Paper.

QUALIFIED, Locum or Permanent; middle-aged. "T.", P.C.B. 148/20, Office of this Paper.

QUALIFIED, male (24), West End, provincial and seaside experience; good Dispenser, Salesman and Window-dresser; seeks post, preferably London. Law, 21 Tregothnan Road, Stockwell, S.W.9.

QUALIFIED Manager (28), single, desires change; General and Agricultural Retail and Hospital experience, with excellent references; free one month. 18/6, Office of this Paper.

QUALIFIED (single, 29, 5 ft. 9 in.) desires change; any district; present position 7 years as Manager. 20/1, Office of this Paper.

QUALIFIED (58); branch preferred; experienced; energetic; highest references; salary £3 10s. Helliwell, 91 High Street, Measham, near Burton-on-Trent.

QUALIFIED (26) desires change, London or suburbs; used to quick Counter trade and N.H.I. Dispensing. 19/54, Office of this Paper.

QUALIFIED (29), seeks progressive position; 12 years' provincial and West End experience. "Pharmacist," 1 Granville Road, Wimbledon, S.W.19.

QUALIFIED (36), single, experienced Manager and Assistant; permanency or temporary position; disengaged. "Chemist," 50 Grove Lane, London, S.E.5.

QUALIFIED (24), Welshman, requires position as Assistant; reliable Dispenser; knowledge of Photography and Counter; hard worker. 9/6, Office of this Paper.

UNQUALIFIED requires situation; good all-round experience in busy Dispensing business. Walton, 20 Ulundi Road, Blackheath, S.E.3.

UNQUALIFIED (20); 4-year apprenticeship and later experience Windows, Counter, etc.; handle Heavy N.H.I. or Good Private Dispensing; start immediately; Birmingham-Wolverhampton district preferred. 17/3, Office of this Paper.

UNQUALIFIED (24), seeks change; smart appearance; excellent references; five years' experience. R. J. Hall, c/o E. D. John, M.P.S., 118 Cowley Road, Uxbridge, Middlesex. 'Phone: Uxbridge 668.

YOUNG Lady (20), just completed apprenticeship; Dispensing, Counter, Stock and Window-dressing, etc.; good all-round experience. Miss Evans, Prospect Place, Kington, Herefordshire.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers, Cards (any sizes), Old Photo Goods or Cameras, Bromide Papers, Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

CLEAR OUT OLD STOCKS OF BOTTLES AND JARS FOR PROMPT CASH ANY QUANTITIES

Post Samples and Full Particulars to:—

W. SPEAKE, 68 Yew Tree Road, WALTON, LIVERPOOL

YOUNG Lady (20) requires post; 4 years' apprenticeship high-class Dispensing, Counter work and Window-dressing. Particulars, salary, etc., Latham, The Pharmacy, Sheringham, Norfolk.

YOUNG, tall, Qualified man (N.I.) requires situation Manager or Assistant, Northern Ireland or England; 6 years' experience all branches; excellent references; salary £4 (progressive). 19/44, Office of this Paper.

WHOLESALE.

AN Appointment is desired by Sales Director whose experience has been gained with firms of repute in Proprietary Article Marketing (Toilet and Medicinal), National Advertising, Sales Promotion (Home and Export), Production, Buying, Administration and Organisation. Detailed synopsis of past experience will willingly be sent on application to Box 955, Erwoods, Ltd., 50 Bouverie Street, E.C.4.

ADVERTISER, possessing mature experience of Sales Organisation, Promotion and Management, seeks engagement as responsible Executive with large firm of highest standing and prestige; no specific association with Chemists and allied trades, but quick at grasping essentials; versatile and accustomed to full responsibilities; liberal salary expected in return for untiring energy; highest credentials and wholehearted service. 19/53, Office of this Paper.

ADVERTISER (33) desires position in Wholesale House, London or Midlands, as Checker or Stock-keeper; 17 years' experience; hard worker; good timekeeper; highest references; willing to take charge. 19/34, Office of this Paper.

ASSISTANT, 8 years Retail, desires Wholesale post, Drugs, Patents, Packer, Stock-keeping; honest; hard worker; free in month. 19/5, Office of this Paper.

COSMETICS, PERFUMERY.—Advertiser, expert in all branches, able to introduce new lines, especially Creams, Powders, Lotions, seeks berth; keen Buyer, control staff, compile Booklets; excellent references. "Ambra," P.C.B. 148/21, Office of this Paper.

DISPENSER (middle-aged), experienced Retail, Doctors, Hospitals, Institutions, desires work; Counter, assemble or suitable vacancy; highest references. 65 Cloudesley Road, N.1.

EXPERIENCED D.D.A. Man; Stock, Counter, Records, Poisons, etc.; Wets or Dries; reasonable salary. Crowe, 37 Brunswick Road, N.15.

EXPERIENCED Traveller; exceptionally successful record first-class Toilet firm; North London; own car; highest references. 21/1, Office of this Paper.

REPRESENTATIVE, well known to Chemists in Scotland and the North of England, 15 years with last house, at present disengaged, desires a position with progressive house. 18/19, Office of this Paper.

SUCCESSFUL Sales Manager available for sound business expansion and sales control; experienced distributor of Toilets, Perfumes and kindred products; exceptional recommendations; personally known to large Buyers. 19/9, Office of this Paper.

TRAVELLER, with well-established connection London and all Southern and South-Western Counties, seeks re-engagement; Retail experience; own car. P.C.B. 148/13, Office of this Paper.

WORKS Chemist, recently in charge of Manufacturing Laboratories of Wholesale Chemists and Druggists, seeks similar appointment. P.C.B. 148/23, Office of this Paper.

YOUNG Lady, exceptional Chemical experience, seeks re-engagement as Secretary-Shorthand Typist; excellent references; reasonable salary. Miss M. Griffin, "Aynho," Cedar Road, East Croydon.

LIMITED LIABILITY COMPANY REGISTRATIONS

The prudent man makes his position, and that of his dependents, secure by Limiting his Liability. Costs are not high if the work is placed with **THOS. WATTS & WALKER LTD.** who effect registrations North, South, East and West, and you are invited to communicate with them.

VALUABLE QUALIFIED EXPERIENCE TO DRAW UPON.
INTERESTS OF CLIENTS ALWAYS UPPERMOST.
ADVICE FREE AND PROMPTLY GIVEN.
SIMPLICITY IN PROCEDURE. GUARANTEED SATISFACTION.
 Address: Oxford Chambers, 9 Oxford St., Manchester, 1. Phone: Central 6269

YOUNG Man (25), 8 years' laboratory experience, seeks post as Representative; considers has selling ability; undeniable references. "W.," 48 Dagmar Avenue, Wembley Hill, Middlesex.

YOUNG Man (27), with good abilities and knowledge of Laboratory work, including Toilet Preparations, Cosmetics, Creams, etc., also experience in Travelling, desires a change and seeks position with progressive firm; highest references. 254/199, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

GENTLEMAN returning to South Africa, 14 years' high-class Retail experience (*South Africa and England*), desires representation with firm of repute; speaks English and Afrikaans fluently; highest credentials. 18/2, Office of this Paper.

M.P.S. (23), experienced in all branches of Pharmacy, desires post as Assistant in South Africa; excellent references. H., 171 Anerley Road, London, S.E.20.

FOR SALE.

(Articles to the value of £5-£50.)

EXPIRATION of Lease.—Complete set of Mahogany Fittings, consisting of 11 ft. Counter with 6 ft. bent glass Case and Desk, 7 ft. 3 in. Dispensing Screen, 8 ft. 3 in. Wall Case, 20 ft. run Drug Drawers and Cupboards, Window Enclosure and all Glass Shelves; price £50. Available shortly; may be seen at 35 London Road, Brighton.

NATIONAL Cash Register going at bargain price; adds all sales and prints details; smart appearance; in first-class condition. Write R. Long, 44 Burns Road, Harlesden, N.W.10.

VELOSE 4-way Printer without sinks; perfect working order and condition; complete with 500-watt lamp; occupies about 8 ft. by 8 ft. with operator; capacity 2,500 prints a day. £12. F. Hallam, Ltd., Chemists, Burton-on-Trent.

WEIGHING Machine, bargain, automatic personal coin, Averys, new May 1933, cost £45, A.670; in perfect condition; suitable for outdoor or indoor use; accept reasonable offer; white enamel with dial face. Offers to Harcourt, 348 Moseley Road, Birmingham.

MISCELLANEOUS.

CARDIFF.—Chemist's Stock-in-Trade, Fixtures and Fittings, and Lease of Premises, in main thoroughfare, for Sale by Tender, separately or as a whole. Tenders to close on Saturday, the 19th January, 1935. The highest or any Tender not necessarily accepted. All particulars obtainable from Abbott & Orchard, Accountants and Auditors, 34 Windsor Place, Cardiff.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

FOR SALE.—Shears' Mulser, belt-driven; Copper Vacuum Pan, about 100 gals., internal coils; Cast-iron Vacuum Pan with Stirrer, jacketed bottom, about 150 gals.; Copper-lined Mixer, jacketed, 50 gals.; steam-jacketed Boiling Pan, 4 ft. diam. by 2 ft. 6 in. deep; ditto 40 gals. capacity; three small Whisks, belt-driven. Welding's, 77 Vauxhall Road, Liverpool.

SECOND-HAND Pharmacy Fittings for Sale at Keen Prices, including Modern Silent Salesmen and All-Glass Counters. Send requirements or call at PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

£9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists, D MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

Are you near the end of your Financial Year?

IF SO, DO NOT FORGET THE

C. & D.

STOCK-TAKING PAD

(THIRD EDITION)

THE GREATEST TIME-SAVER IN THE TRADE

This edition differs from the first two editions mainly in the more convenient grouping of classes of goods in which grouping was found to be practicable: veterinary medicines, photographic goods and packed preparations are examples. In addition, the number of blank pages has been increased, so that there may be ample space for entering stock not readily seen to fall under any of the printed headings. Used in conjunction with the C. & D. Retail Price List it enables the chemist to do his own stocktaking quickly, cheaply and efficiently. Contains 54 sheets in pad form.

Price 2/6, post free

J. T. P. (23/14) writes:—"Please send me a pad of the C. & D. Stock-taking Sheets, for which I enclose 2/6. I found it a great *time-saver* last year."

S. P. (16/25) says:—"The C. & D. Stock-taking Pad is the best thing I have seen yet. It is useful also to form the original stock-list of a new shop, saves many hours' work and prevents omissions. I shall always use it in my pharmacies."

W. J. B. (21/18) writes:—"We had one of your Stock-taking Pads last year and found it very convenient, as it saves a great deal of trouble."

THE CHEMIST AND DRUGGIST

Publications Department

28 ESSEX STREET - - - LONDON, W.C.2

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)

19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)

52 CARRINGTON STREET, SYDNEY, N.S.W.

55A SHORTLAND STREET, AUCKLAND, N.Z.

54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)

155 AVENUE DE WAGRAM, PARIS, XVII^e (TEL.: ETOILE 19-79)

372 FLINDERS LANE, MELBOURNE, AUSTRALIA

PLANTAGE-FRANSCHELAAN 32, AMSTERDAM

GREETINGS

to our Chemist Friends
at Home and Abroad

We desire to express our appreciation of your valued co-operation throughout the past year and tender our very best wishes for
a happy and prosperous
1935



TRADE MARK

“Messrs. Bronnley . . . desire to state that they will continue, as hitherto, to manufacture the finest class toilet and medicinal soaps, and are devoting their particular attention to producing soaps of the highest standard . . .”

Chemist and Druggist, December 15, 1934

BRONNLEY LONDON

CORNER'S OILS

The **GREAT** remedy for
Accidents and Animal Ailments.

Protected Retail Price - - **2/9** per bottle.

Wholesale - - - - **24/-** per doz.

P.A.T.A. Nett 1 month.

Carriage Paid on 3 dozen Lots.

EVANS, GADD & CO., LTD., having the
sole proprietary rights in the above excellent
and well-known article, are prepared to appoint
Agents on liberal Terms.

For Window Show Terms, apply to

EVANS, GADD & CO., LTD.

REDCLIFF STREET, BRISTOL, and FORE STREET, EXETER.

Telephone : Bristol 20358, 20359.
" Exeter 2278, 2279.

Telegrams : Gadd, Bristol.
" Gadd, Exeter.

May we quote you for—
GLAUBER SALTS B.P.

Pea Crystal and Feathery

EPSOM SALTS B.P.

Needle Crystals, Medium, Exsiccated

All grades conform to the new 1932 B.P. Standard
Special Crystals matched and any degree of exsiccation
to order. Packed for Home and Export.

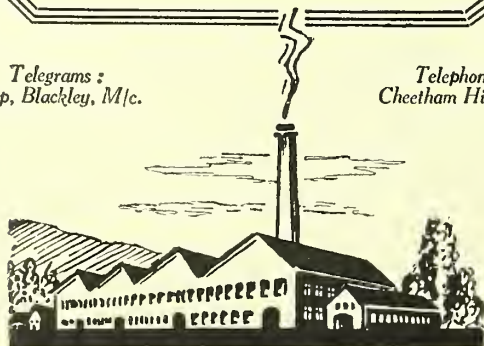
LIQUOR FERRI PERCHLOR FORT. B.P.

HARRIS, HART & Co. Ltd.

MOSS HOUSE CHEMICAL WORKS, BLACKLEY,
MANCHESTER.

Telegrams :
Harp, Blackley, M/c.

Telephone :
Cheetham Hill 2853



SOLAZZI Liquorice Juice

The Chemist's Brand

Should any enquiries as to the composition
of SOLAZZI be received from the Public,
Chemists are requested to emphasise the fact
that SOLAZZI is not included in the category
of Secret Remedies, and that the following
guarantee obtains with every parcel.

Solazzi Juice is

*guaranteed to consist entirely
of the condensed extract of
finest Calabrian Liquorice Root,
without any admixture whatever*

ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

*Goods
covered by
Dangerous Drugs
Acts offered
subject to all
regulations*

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin
Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine
Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethyl-
morphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin
Morphine · Opium · Podophyllin Resin · Salicin · Santonin
Scammony Resin · Strychnine · Veratrine and other
Pharmaceutical Chemicals and Preparations.

T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

*Blandfield Works,
Edinburgh,
32-34 Virginia St.,
Glasgow*

HALMAGON

BRAND

World-wide Registered Trade Mark

TABLETS

URICURE TABLETS

Greatest of all Rheumatic Remedies

1/3 SIZE 7/ DOZ. 3/ SIZE 17/6. 5/ SIZE 25/-

THE ACTON PILL & TABLET CO. LTD. ASH VALE, SURREY

BLYTON, ASTLEY & CO. LTD.

Eagle Laboratories, Lr. Broughton, Manchester,
FOR

LOZENGES, PASTILLES, "MENTHELLS,"
and Quick-Selling SPECIALITIES.

EPSOM SALTS

*Commercial and B.P. Qualities
also Powdered*

Glauber's Salt

*Commercial and B.P. Qualities
and Desiccated*

Zinc Sulphate

Commercial and B.P. Qualities

Zinc Chloride

Fused, Granulated and Liquid

**WILLIAM
BLYTHE
& CO., LTD.**

Holland Bank Chemical Works

**CHURCH
LANCASHIRE**

**Hyposulphite
of Soda** *Pea Crystals*

Lead Arsenate
Paste and Powder

**Precipitated
Sulphur
WEED KILLER**

*A list of our general Technical
Chemicals sent on application*

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFINCOLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only.***STERNS LTD.**

16 FINSBURY SQ., LONDON, E.C.2, ENGLAND

Telephone: NATIONAL 7644 (7 lines)

Telegrams: "CENTUMVIR, PHONE LONDON."

**Senna**FROM OUR
OWN GROWERSAlexandrian & Tinnevely
Pods Leaves Siftings

John Ronaldson & Co. 15 Seething Lane, London.

IONIZED IODINE

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers

MOLSON IONIZED IODINE CO. Ltd.

34 C, GABRIEL'S HILL, MAIDSTONE

NIGROIDS for the Throat and Voice

Registered Trade Mark.

Sold in tins 4½d. and 1/6 each.

WHOLESALE TERMS ON APPLICATION

Sole Makers: **FERRIS & CO. LIMITED, BRISTOL****ATLAS
"KATTLEKURE"***The Best and Safest Remedy for Cattle, Horses, etc.*

There is money to be made in Veterinary lines if you stock the right lines. "Kattlekure" is known throughout the country and regularly advertised in all the farming journals.

CARTER BROS., SHIPLEY, Yorks

Are you stocking

YESTAMIN?Dried Yeast in its most concentrated and most convenient form—powder and tablets. Generous terms and good discounts. *Write today to:***THE ENGLISH GRAINS Co. Ltd., Shobnall Road, Burton-on-Trent****SAPO MOLLIS
VIRID B.P.****FOR PHARMACY & TOILET USE**

We are in a specially favourable position to quote. Prices and Samples sent on application. Please state quantity required. Wholesale only.

BLEASDALE Ltd. MANUFACTURING CHEMISTS YORK

WE ARE IN A POSITION TO SUPPLY
FROM STOCK
ALL MEDICAL PROPRIETARIES
AT MANUFACTURERS' PRICES

and in addition we are able to give any Technical
Information required concerning any product.

*Immediate attention given
to Orders*

W. MARTINDALE
L O N D O N

*PHONE: Langham 2441.

*GRAMS: Martindale Chemist

PERFECTLY HARMLESS.

Recommended and Approved by the Medical Profession.

FETTINA
BRAND
OBESITY PILLS

Prepared according to the Formula of
DR. HOMEYER.

SAFE—SIMPLE—CERTAIN.

RETAIL—5/- per bottle.

TRADE—40/- per doz.

(Window Display Terms 14 to dozen.)

CASSEL CHEMICAL PRODUCTS, LTD.

54 OLD BROAD STREET, LONDON, E.C.2

Phone: London Wall 1429.

THE
DISCRIMINATING PHARMACIST
always uses

WESSANENS
PRIME CACAO BUTTER

B.P. Quality

It is unequalled for the preparation of suppositories,
pessaries, bougies, emollient ointments, etc.
Being free from adulterants and having a low melting
point it can be relied on for all pharmaceutical purposes.

Now supplied in 4 oz. and 8 oz. Tablets.

∴ ∴ **KEENLY COMPETITIVE IN PRICE** ∴ ∴

Your usual Wholesaler can supply or you can get direct quotations from

A. PRESCOTT

12 Broom Lane, Broughton Park, MANCHESTER

Roura & Forgas

14 SEETHING LANE, GT. TOWER ST.

LONDON, E.C.3

QUICKSILVER

Send your Enquiries to the

**Sole Importing Buyers
for the World**

of MINAS de ALMADEN, MADRID. MONTE AMIATA, S.A.M. ROME
R. MINIERA DI IDRIA, TRIESTE. STABILIMENTO MINERARIO DEL SIELE, LEGHORN

A HANDFUL OF DAILY SELLERS

BEECHAM'S PILLS
BEECHAMS^{BRAND} POWDERS
BEECHAMS^{BRAND} LUNG SYRUP
LACTOPEPTINE^{BRAND}

You as a progressive chemist must realise that under modern competitive conditions it is essential that your business should function busily for 300 days of the year, and consequently you must stock and push those goods which sell on each and every one of those 300 days—You must concentrate on the DAILY SELLERS. That is the only basis for really profitable business. Now the Beecham Products are looked upon as being the best DAILY SELLERS in the TRADE. There are no losses on them. All damaged stock is replaced free. They are protected under the regulations of the P.A.T.A., yield fair profits, and are by far the best paying proposition to handle. As we regard everybody as a potential customer for one or more of our lines, keep the Beecham Products before the public and increase your Daily profits.



**STOCK MORE—
 SHOW MORE—
 SELL MORE—
 BEECHAM
 PRODUCTS**

The 'Beecham Seal' is a symbol of purity, safety, efficacy, it emphasises the superiority of the BEECHAM PRODUCTS.



BEECHAMS PILLS LTD.
ST. HELENS, LANCs.

Of interest to every go-ahead chemist

In view of the steady increasing demand for **Okasa** and the well-merited confidence which the public place in this preparation, we now announce the first **★ BONUS OFFER OF Okasa** since its inception in 1932.

This offer is made with the object of giving those chemists who have not already become **Okasa** enthusiasts the opportunity of commencing the remunerative business which **Okasa** invariably brings upon generous terms.

OUR BONUS OFFER is available only during January and is as follows :

14 TO THE DOZEN

All sizes of **Okasa** Brand Tablets

Minimum order, 1 dozen 5/- size.

Other sizes to the same value may be ordered with equivalent bonus.

Any chemist is eligible for this bonus offer, on the condition that **Okasa** is given 14 days' window display.

FROM YOUR USUAL WHOLE-SALER OR DIRECT.

Sole Distributors for Gt. Britain & Ireland

LEWIS & MELCHIOR L D

EVELYN HOUSE, 62 OXFORD ST., LONDON, W. 1

Display material sent on receipt of a postcard sent direct to us, or Telephone **MUSEum 9244**. We suggest that where possible your display be made entirely at our expense by the Window Display Co. (please give 7 days' notice).

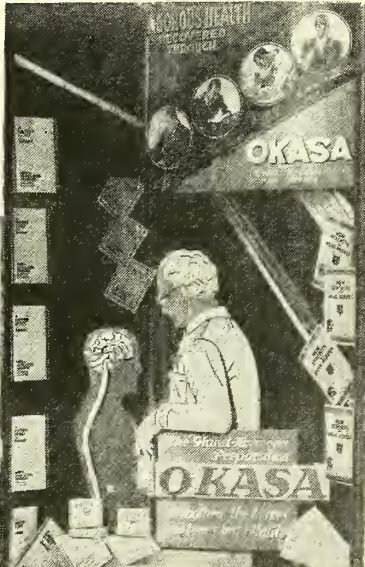
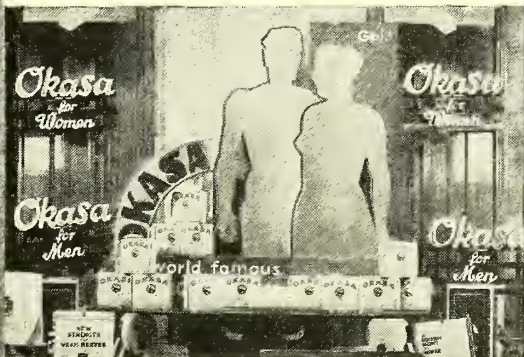
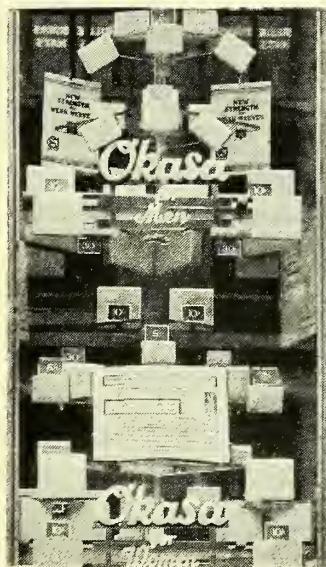


**DISPLAYS OF PROVED
SALES VALUE**

TRADE TERMS

Retail	Wholesale
Small 5/- size	Per 40/- doz.
Med. 10/- size	Per 80/- doz.
Large 30/- size	Per 240/- doz.
Silver for Men)	Gold (for Women)

Formula of OKASA BRAND TABLETS. Testes or Ovarium respectively sicc. pulv.: Extr. Muira puama. Hypophyse pars. ant. sicc.: Extr. Colae. Cerebrum fulv.: Extr. Yohimbe spir. sicc.: Lecithin-Alb; Calc. lact. aromatic et mass-pill.



Give 'em Jocks!



Door opens—customer enters—irritating cough—sore chest—wants relief—something cheap—here you are sir—tin of Jocks—never fail—only three-pence—quick results—quick sale—ting a ling.

JOCKS

STOP THAT TICKLING

Definitely a line which sells quickly. Retail 3d. a tin. Priced 2/3 per doz. tins in attractive display outer. Ask for Sample.

HIRST, BROOKE & HIRST LTD., MFG. CHEMISTS, SHEEPSCAR WORKS, LEEDS.

Forward Cephos!



Now's the time for a bold window and counter display. Push Cephos to the front *now*. Colds and Flu are prevalent. More and more of your customers need the Physician's Remedy. All over the country the sales of Cephos have jumped up during the last few weeks. They will keep on going up all through the winter. Get your share of the sales and profits. Keep good supplies in stock and display them prominently.

**FOR
COLDS, FLU,
HEADACHE
LUMBAGO
RHEUMATISM**

Cephos

See-fass REGD
THE PHYSICIAN'S REMEDY

Cephos Ltd., Blackburn

THE TOWN TALK

5 LIQUID SILVER POLISH
SILVER PLATE CLOTH
LIQUID PEWTER POLISH
CHROMIUM PLATE CLOTH
GLASS POLISHING CLOTH

Five lines that the housewife regularly buys because of their unequalled excellence



Ten million people every month buy the newspapers and women's journals containing "Town Talk" Advertisements which tell readers the superlative qualities of "Town Talk," also that it is sold by Chemists.

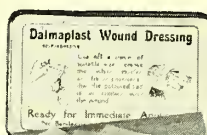
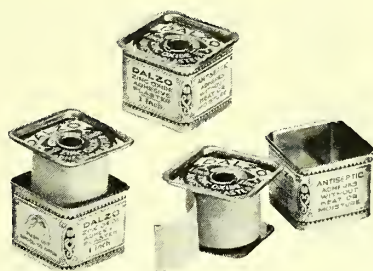
That is why stockists do not have to sell "Town Talk"—they are asked for it. Order the "Town Talk" 5 quick-selling repeat-order lines. They give a generous profit. Additional "TOWN TALK" Sales Helps supplied free on request. Showcards, Window Displays, Samples, Leaflets, Cinema Slides, Blocks for own advertising.

TOWN TALK POLISH Co., MANCHESTER

You do not have to sell 'TOWN TALK.' Women BUY it.

ORDER DIRECT OR FROM:

James Woolley Sons & Co., Ltd., Manchester
Ayrton, Saunders & Co., Ltd., Liverpool
Brooks & Warburton, Ltd.
Goodall, Backhouse & Co., Leeds
May, Roberts & Co., Ltd., London



A New Ingenious Display for DALZO

Zinc Oxide Self - adhesive Plaster

NATIONAL

Rubber Adhesive Plaster

and Dalmaplast

Self - Adhesive wound dressing



Note its special advantages

It is despatched completely stocked and ready for display. It merely has to be taken out of its container.

It is far more effective than the open tray and eliminates the risk of pilferage.

It takes up a surprisingly small amount of counter space.

Enquire of your wholesaler or write today for details of a specially attractive offer

The result of many experiments in the presentation of these three popular lines is shown in the illustration of our new "Pagoda" stand—a remarkable example of display craft.

Ingenious, attractive and useful, it will undoubtedly give a great stimulus to sales.

"DALZO" the guaranteed Zinc Oxide Plaster and National Rubber Adhesive Plaster is now supplied on spools in special dust-proof containers. Dalmaplast scientific self-adhesive wound dressings are packed in handy tins, which now contain an increased quantity.

IMPORTANT. ALL THESE LINES ARE RESERVED TO THE CHEMIST and are NOT supplied to multiple stores

A. de ST. DALMAS

& Co., Ltd., Junior Street, Leicester

London Depot: 56-58 Clerkenwell Rd., E.C.1

OTHER DEPOTS AT
LEEDS, BRADFORD, DUBLIN

*More Prescriptions
are specifying*

ARGYROL

*for quick and
certain results.*

Eminent surgeons and physicians pay striking tributes to the remarkable efficiency of Argyrol brand Silver Vitellin as a dependable and safe therapeutic for inflammations of the eye, ear, throat, nose and genito-urinary tract.

To-day Argyrol is regarded as one of the certainties of medical science, and is prescribed extensively with uniformly excellent results for the treatment of inflamed delicate mucous membranes.

The already extensive prescription of Argyrol by physicians is rapidly increasing. Specialised advertising in all the leading medical journals, supplemented by direct calls on doctors by special propagandists, regular circularising and sampling will undoubtedly result in a still greater demand. Be sure, therefore,

that you are adequately stocked with Argyrol, and obtain full benefit from this increased propaganda.

7/6
per oz.
c.f.

SOLE DISTRIBUTORS: FASSETT AND JOHNSON LTD., 86, CLERKENWELL ROAD, LONDON, E.C.



Centurion Series

6^d

CATARRH PASTILLES
for Catarrh, Hay fever, Cold in Head etc.

PASTILLES
BLACK CURRANT & GLYCERINE PASTILLES
COMP. GLYCERINE OF THYMOL PASTILLES
EUCALYPTUS & MENTHOL PASTILLES
ANTISEPTIC THROAT PASTILLES
LAXATIVE PASTILLES
CATARRH PASTILLES

LOZENGES
CURIOUSLY STRONG PEPPERMINT LOZENGES
BROMPTON HOSPITAL COUGH LOZENGES
BRONCHIAL COUGH LOZENGES
HEART-SHAPED INDIGESTION TABLETS
IODISED THROAT LOZENGES

Tastefully decorated tins, in display
outers, of one dozen, are available for
the following:

ERNEST JACKSON & CO. LTD. Crediton, Devon
London Office: Plantain Place, Crosby Row, Borough, S.E.1 — HOP 2668
TEL. ADD.: JACKSON, CREDITON • TEL. NO.: CREDITON 10.

THERE'S £ s. d. TO BE MADE BY SELLING



'CHO-ZEN'

100%

pure

CHINA TEA

SOLD ONLY BY CHEMISTS

in $\frac{1}{2}$ lb. tins

@ 1/11d.

*Write for Free Sample and
Generous Trade Terms.*

ADVERTISEMENTS in the MEDICAL PRESS
are arousing the interest of DOCTORS in

CHO-ZEN PURE CHINA TEA

who are recommending it to their patients
because of its exceptional quality and high
dietetic value.

CHEMISTS who are stocking CHO-ZEN find
the FIRST SALE brings many REPEAT SALES.

If you send with your order, the names and
addresses of DOCTORS in your area, we
will send a FREE SAMPLE to each.

KEMSALES LIMITED

20 Eastcheap, LONDON, E.C. 3

(Telephone No. : MANsion House 4101)

**Technical White
& Half-White
Oils**

**Pharmaceutical
Petroleum
Jellies**

SLI

**MEDICINAL
LIQUID
PARAFFIN B.P.**

SILVERTOWN LUBRICANTS LIMITED.
MINOCO WHARF
WEST SILVERTOWN, LONDON, E.16.

*Tel. :
ALBERT DOCK
3131 (6 lines)*

*Grams :
VOLUMETRIC
VICDOCK*



The Norwegian cod fisheries are prosecuted

in the far North in a cold and healthy climate. The liver oil of the cod, which is extracted a mere matter of hours after capture, is of all the foods we know the richest in vitamins. The great value of Norwegian Medicinal Cod Liver Oil will appear from the fact that medical men regard it as the most efficient weapon in the fight against enfeeblement and disease. Norwegian Medicinal Cod Liver Oil cures and prevents rickets, develops healthy teeth and a strong bone structure, and strengthens the mucous membrane of the respiratory organs.

Norwegian Medicinal Cod Liver Oil

world-renowned for



its high quality.

WINES

We specialise in . . .

B.P. ORANGE
VINUM FERRI CITRATIS
BRITISH SHERRY

Write for samples and quotations

MELROSE-DROVER, LIMITED,
Wine Makers

LEITH

Established over Half a Century

London Office: 24/6 Monument St., E.C.3

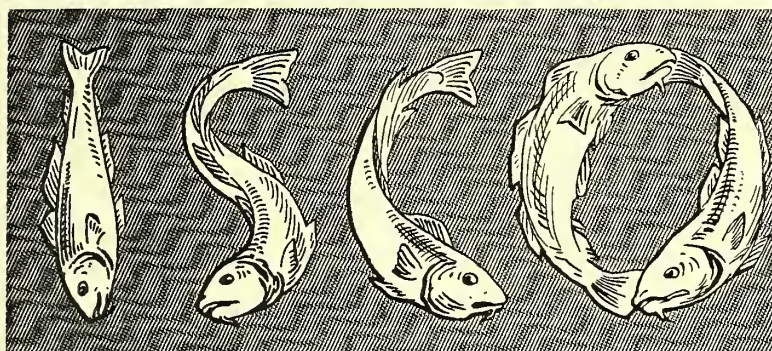
*We help you to sell this
non-alcoholic Ginger Wine*

not that our help is absolutely necessary, for in thousands of cases it sells itself. New customers, however, will be attracted by the smart and telling advertising matter we send out for display purposes. This includes our latest "Savings Bank" novelty. We pay you for the window display and a generous profit is assured.

GOOD
it's
Mason's

MASON'S
GINGER WINE ESSENCE

For full particulars write
NEWBALL & MASON, LTD., NOTTINGHAM.



BRAND

FINEST NON-FREEZING MEDICINAL COD LIVER OIL
SELECTED AND SPECIALLY GRADED—HIGH VITAMIN TEST

Buy British

BIOLOGICALLY TESTED

Samples and quotations on request

Isaac Spencer & Co. (ABERDEEN) Ltd.
ALBERT QUAY, ABERDEEN, SCOTLAND



PENNINE BRAND

Purest Grade, Natural Golden
Halibut **LIVER OIL**

The more intelligent public is now fully aware of the high vitamin content of Halibut Liver Oil. Pennine brand is a highly purified extraction with a steadily increasing demand due largely to personal recommendation. It offers a generous profit to the chemist.

Vitamin A Content : 5,000 units per gramme
Vitamin D Content : 2,500 " " "

Supplied in two sizes, packed in attractive cartons.
Showcards available.

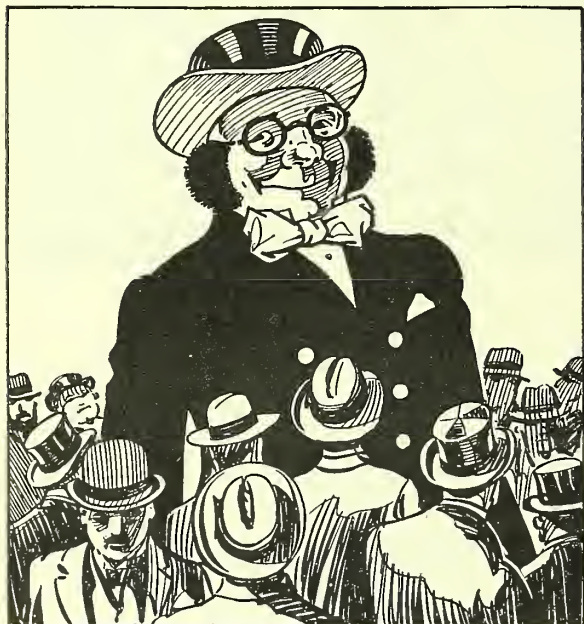
PROPHYLACTIC AND CURATIVE

THORNTON and ROSS, LTD.
MANUFACTURING CHEMISTS
MILNSBRIDGE
HUDDERSFIELD

Prices and Trade terms sent on application



Head & Shoulders above them all !



The pre-eminence of Grips Pastilles can be attributed only to an excellence that has never varied in the thirty-odd years of their history. Your customers know this and their confidence has built up an enviable reputation and an immense turnover. National advertising assures quick sales.

THOS. CHRISTY & CO.
4/12 OLD SWAN LANE,
LONDON, E.C. 4

Agents to the Wholesale
and Retail Chemists'
Trade.



Made by Lightbowns Ltd., Accrington.

OPTICAL SHOWCARDS.

A Series of Eight Wordings in dark brown ink, neatly displayed on brown card, 9 in. x 6 in., with grey bevelled edges.

9d. each, Post Free,
or
The Set of Eight
for 4/-. Post Free.

JAMES TOWNSEND & SONS,
Specialists in Chemists' Printing,
EXETER.

London Office: 29, FARRINGDON ST., E.C. 4.

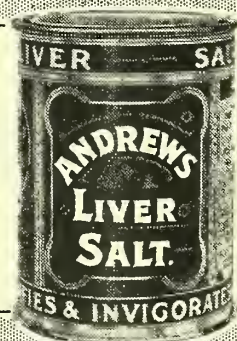
**COMPRESSED
TABLETS**

COATED or UNCOATED
Standard or Private
Formulæ
Wholesale Buyers write
T.H. WALTON & Co. Ltd.
BATLEY

ALL CHEMISTS SHOULD STOCK

ABDINE

THE GOLD MEDAL HEALTH DRINK. Quick Seller. Big Profits. Over 60 years' Reputation. "Abdine" is obtainable from the Wholesale Houses. Attractive Display Material constantly available.
DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH



IN EVER-
GROWING
DEMAND
9 & 1/4

SHERLEY'S DOG & CAT FOODS and MEDICINES

PREPARED BY FULLY QUALIFIED ANALYTICAL AND PHARMACEUTICAL CHEMISTS

Renowned for Purity, Safety and Efficacy

Sherley Products are extensively advertised in the National and Canine Press and are always in good demand. They will bring satisfaction to your customers and increased sales to you.

Trade Terms are generous with special discounts of 2½% for £2 parcels plus 5% for Window Display. Attractive range of Show Material Free. A postcard brings full particulars.



A. F. SHERLEY & CO., LTD., 18 MARSHALSEA RD., LONDON, S.E.1

THE SOUTH OF ENGLAND COLLEGE OF PHARMACY

Principal—H. LUCAS, Ph.C., F.C.S.

"THE SCHOOL FOR SUCCESS"

A New Course for Part I starts on April 8th, extending for 6 months; fee 20 guineas.

A Revision Course for Part II starts on April 8th, preparing for the July examination; fee 10 guineas.

New Courses for both parts start early in October, Part I 6 months; Part II 9 months.

BENCHES ARE NOW BEING BOOKED

For all particulars and entry form, apply The Principal—
186 CLAPHAM ROAD, LONDON, S.W.9.

Telephone: Reliance 2037

English Filter POSTLIP Papers

SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES
FREE

Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

Evans, Adlard & Co Ltd
Postlip Mills, Winchcombe, Cheltenham.



*Buy direct
from the Makers*

WE ARE ACTUAL MAKERS
OF ALL TYPES OF
CHEMISTS' SIGNS

Illuminated from 65/-
Non-illuminated „ 47/6

Let us quote you

SCINTILLATING SIGN SERVICE,
68a COLEBROOK ROW,
ISLINGTON, N.1
Telephone: CLERKENWELL 1310



PERSISTENCE PAYS IN ADVERTISING



SHOW 'ASPRO' DISPLAY MATERIAL CONTINUOUSLY AND DOUBLE YOUR SALES

It definitely pays to show continuously a commodity which is continuously advertised. Furthermore, the greater the amount of money spent on advertising it, the greater are the sales for those who continuously display it in their windows. From an economic standpoint 'ASPRO' must have a great appeal to your consideration in this respect . . . for 'ASPRO' is the most CONTINUOUSLY advertised line and is supported by the LARGEST advertising appropriation for any line of its kind in the world. So keep showing 'ASPRO' and you keep selling 'ASPRO'. Furthermore, an 'ASPRO' window display brings dozens of customers into your shop who might not otherwise have come. Let us suggest then that you give 'ASPRO' a continuous display for, say, the next month or two—keep a check on your sales—notice the number of customers it brings into your shop who naturally buy other goods—then you can prove what a great stimulus 'ASPRO' advertising is to your general sales and general satisfaction.

BONUS ON 'ASPRO' 5's

A bonus of $\frac{1}{2}$ dozen packets of 5 on each $\frac{1}{2}$ gross order is now given on the same terms as the other sizes. Take advantage of this valuable concession.



ANOTHER 'ASPRO'
SELLING AID—
CHEMISTS' BAGS
AND ENVELOPES

PRICES ARE :—
Kristal Envelopes - 2/6
Greaseproof 2oz. Bags 1/-
Greaseproof 2oz. Bags (long) - 1/6
Cash with Order.

Agents:

GOLLIN & CO. PTY. LTD.
(‘Aspro’ Dept.), SLOUGH, Bucks.
Telephone . SLOUGH 608

‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO Ltd., Slough
ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

ASPRO
REG. TRADE MARK

Cadbury's BOURN-VITA



FREE GIFTS

OF

WEDGWOOD WARE
FOR YOUR CUSTOMERS

OPENING A PHARMACY

From London

11.1.34

I thank you for dispatching my order so promptly. One consignment arrived a day late, but that was the fault of the railway company. All the goods were received in good condition and I am very pleased with the various packed lines.

From Worcestershire

10.1.34

I should like to take this opportunity of expressing my entire satisfaction with your handling of my opening order. I am extremely pleased with the appearance of the goods, especially the "Purple Key" pack.

I appreciate the great help that Mr. Black has given me and the helpful atmosphere at Hanover Street when we came to Liverpool.

Hoping that this may only be the beginning of a mutually profitable business association.

GET AYRTON'S PUBLICATION

"A New Pharmacy"

AYRTON, SAUNDERS & Co., LTD.

34 Hanover Street,
LIVERPOOL

44-46 North Lotts,
DUBLIN

To Wholesale and Export Trades
**SOLID & LIQUID
EXTRACTS**

Green Extracts •
Expressed Juices •
Essential Oils •
Belladonna & •
Henbane Preps. •

MEDICINAL SPIRITS

IN BOND FOR EXPORT

WILLIAM RANSOM & SON LTD.

Manufacturing Chemists

HITCHIN, Near LONDON

MALTED FOODS

*Special Foods Devised
"Own Name" Formulae
Prepared & Packed*

George King & Co. Ltd.

Kingsbury, London, N.W.9

and

Sycamore Street, London, E.C.1

IN TINS OR TONS

ZEAL

Clinicals

The Choice
of Experts

BRITISH
MADE

NO HIGHER
IN PRICE THAN
NONDESCRIPT
MAKES

Also Household, Bath
and Works Thermometers.
The best of their kind.



G. H. ZEAL LTD.

MORDEN RD., MERTON,
LONDON, S.W.19

Phone: Liberty 2283-4-5

